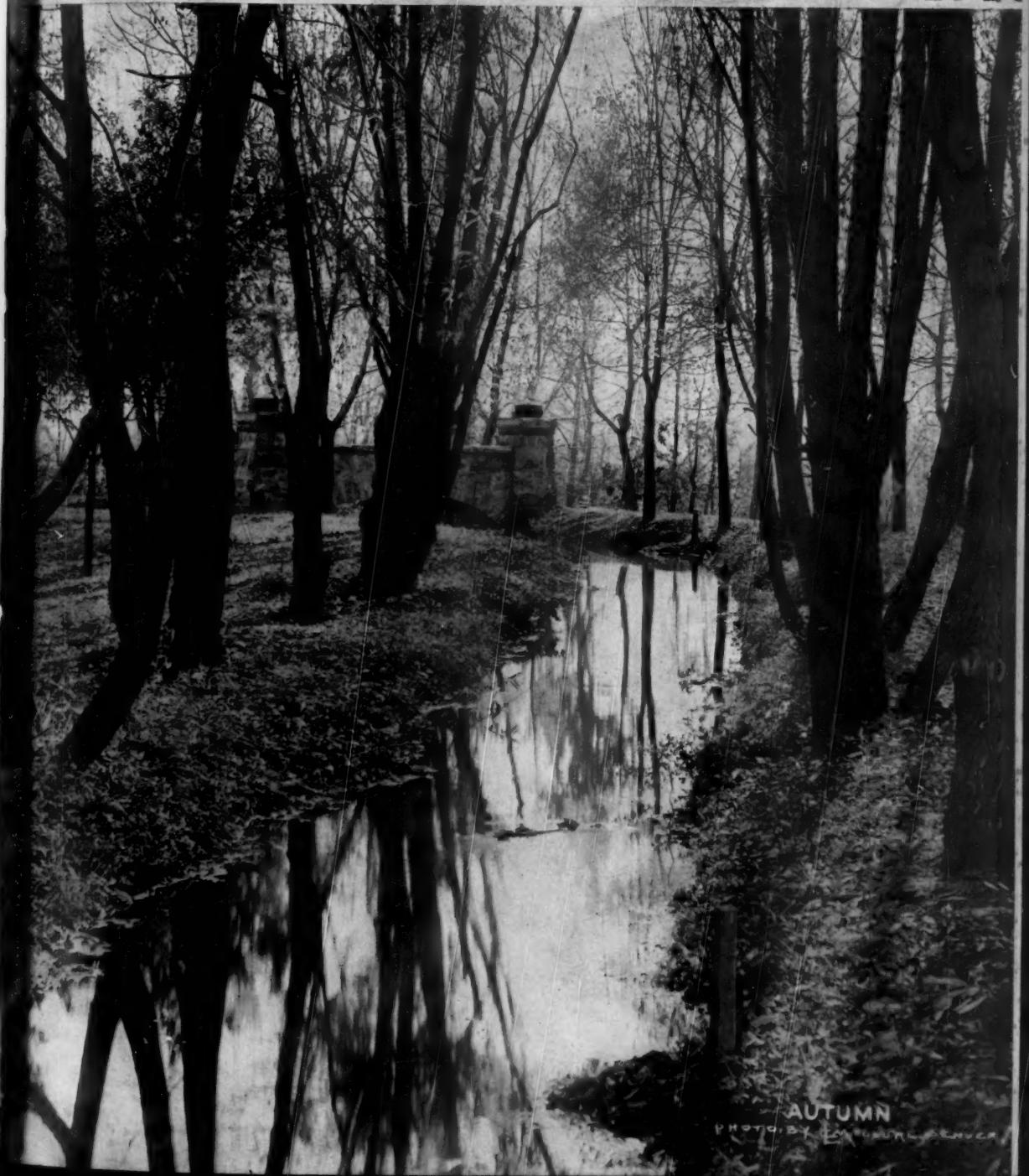


THE ROTARIAN

Vol. IV No. 3

NOVEMBER

1912



AUTUMN
PHOTO BY ERNEST L. SCHERER



Thanksgiving Greetings

A WONDERFUL spirit touches the world and humanity at Thanksgiving time. Look at Nature—along her hill slopes the grapes are purpling and the pumpkin waxes fat in the Autumn sun. The trees are dressing themselves in brown and gold; the golden rod is aflame with yellow.

MAN is casting up his accounts. He finds his granaries and cellars bursting with plenty, he is at peace with himself and all the world. In the busy marts of trade there is a feeling of security; good will between fellow workers, employer and the employed. Thank goodness business is being placed above mere barter and the exchange of money is now considered only half the transaction!

THIS is the day of Rotary—the broader spirit, the desire to serve, the desire to give as well as receive. We have planted our banner far out—our motto shall ever be: "He profits most who serves best." Rotary embraces those who do not wear the Rotary badge just as it does its own sons. This is the spirit which keeps us young. Let us keep this Thanksgiving Rotary Spirit ever with us and just so surely will every day be Thanksgiving.

F. L. BRITTAINE,
(Rotary Club of Kansas City.)



Our Electrical Tubular Chime and Clock System



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Our clocks are a public utility. Our chimes appeal to every man, woman and child in your community.

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This enclosure is nine feet long and projects five feet from your building. 30-inch dials on each side, also big sign spaces. The Five Tubular chime bells are in this enclosure. It is made of brass and copper and not affected by weather. Enclosure is finished a beautiful soft bronze green. The enclosure is illuminated.

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Minneapolis, Minnesota

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Write for Booklet "R", which describes Farm Mortgage Investment

Wells & Dickey Company

Established 1878

Capital and Surplus, \$750,000

McKnight Building :: Minneapolis, Minn.

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“Why The Rotarian”

BY ERNEST INGOLD

(Rotary Club of Los Angeles)

This is one of the papers that received honorable mention in the gold emblem watch-fob contest

IF you could shake hands with every man in Rotary, what would it be worth to you?

IF you could tell each one your business, your address and the merits of your goods, what would **that** be worth to you?

IF you could secure an audience and meet each Rotarian right in his own home, at his fireside, or on the inside of his private office! If you could have all of his time and his undivided attention. If you could be met with a smile, what a fabulous price such a call would be worth.

This is “Why The Rotarian.”

Face to face with your prospect—at his private desk, at his club, yes, and even in his own home. A welcome visitor this salesman of yours. He secures quick admission to the inside office. He has no interruptions and what a list of prospects he calls on.

Each of these prospects has made a success in his own business and by business friendship stands ready to make a success of yours. Each knows a good article, buys good stuff and expects good service.

And all **pay well** for each.

That is “Why The Rotarian.”

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THE ROTARIAN is the way.

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Member Chicago Rotary Club

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We put the names of new customers on
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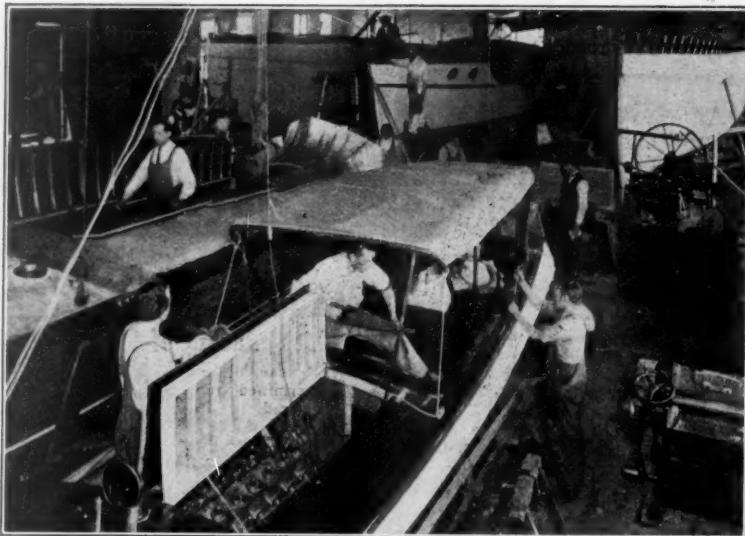
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Our illustrated catalog (sent free upon request) shows designs from 20-ft. Hydro-planes, making 55 miles per hour, to the large 100-ft. Cruisers. Write today for our catalog.

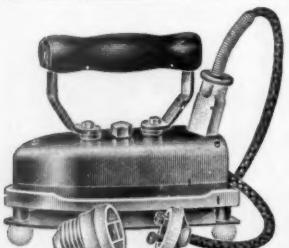
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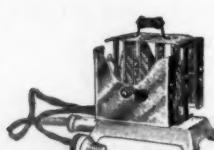
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They are better than the
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and

"Boo! It's Cold"

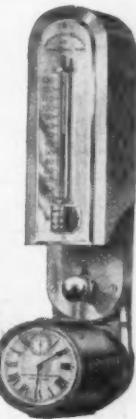
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regulator will keep the tempera-
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With Time Attachment

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(Members of the Minneapolis Rotary Club)

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It will be a stand well taken

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NOVEMBER

1913

SERVICE

ISSUED MONTHLY

\$1.00 a year postpaid in the U. S. and its possessions; \$1.25 a year postpaid in Canada; \$1.50 a year postpaid in Great Britain and Ireland and other countries; single copies 15 cents.

"All things come round to him who will but wait."—Longfellow.



A TESTIMONIAL TO PRESIDENT EMERITUS HARRIS.
Description will be found on page 15.

The Rotarian

Official Organ of the International Association of Rotary Clubs

Vol. IV

NOVEMBER, 1913

No. 3

AUTUMN AND THANKSGIVING.

We think of Thanksgiving in harvest time—
In the yielding, gathering golden time;
When the sky is fringed with a hazy mist,
And the blushing maples by frost lip kissed;
When the barns are full with the harvest cheer,
And the crowning, thankful day draws near.

We think of Thanksgiving at resting time—
The circle completed is but a chime
In the song of life, in the lives of men;
We harvest the toils of our years, and then
We wait at the gate of the King's highway
For the dawn of our soul's Thanksgiving Day.

—R. H. Thorpe.

There is a peculiar joy for some in the strenuous hours of toil. To others the period of labor holds naught of pleasure. Alike to those who love their work and those who hate it comes happiness in the completion of their tasks, some rejoicing that their work is done, others that it has been well done. Then the working clothes are put aside and the workers dress themselves in holiday attire. In like manner when the season of production is ended Nature adorns herself in variegated colors, woods and fields are clad in red and gold and brown, the hill-tops are tinged with subdued but pleasing touches of color and rivers and lakes reflect the joyous celebration.

Amid the beautiful autumnal foliage of New England a band of English pilgrims gathered nearly three hundred years ago to take stock of what they had accomplished in the year that had passed since they landed on that "stern and rock-bound coast." Upon each side of the street running from their church to the harbor stood eleven small and rudely built houses, their rough sides made of logs filled in with hay, their roofs covered with thatch. Around their dwellings and up on the hillside these determined pioneers had plowed and planted six and twenty acres. When the first harvest had been ingathered Governor Bradford sent four men out to shoot wild fowl that the infant colony "might after a more special manner rejoice together." It is related that "the four, in one day, killed as much fowl as, with a little loaf beside, served the whole company almost a week." This was the beginning of the one most American holiday, Thanksgiving.

The idea of thanksgiving is as old as history. In some form or other all nations appear to have had a custom of giving public thanks to Diety for the success of a harvest or the blessings of a year.

Three thousand years ago witnessed the Jewish "feast of tabernacles" with its magnificent ritual, melodious choirs and picturesque festivities. It occurred annually at the end of the harvest.

Demeter was the Greek goddess of crops and harvests and the "feast of Demeter" with its Eleusinian mysteries was closely alike in spirit to the modern Thanksgiving day.

The Romans appear to have been most concerned in giving thanks for bloody victories over their enemies but even this warlike nation celebrated a harvest festival, which took its name from Ceres, their goddess of harvests. About the first of October, after the ingathering of the crops processions were made to the fields by men and women crowned with poppies and leaves, sacrifices were made and frolic and festal joy prevailed.

The modern American and Canadian custom was no doubt suggested by some of these

ancient observances or by the "Harvest Home" of Old England. Possibly the American aborigines gave some idea along this line to the Pilgrims for the red-skins too were accustomed to having a festal day of eating and dancing during the mild days, just before the long, cold winter set in—those mild days of autumn which the Americans call "Indian summer."

The "Harvest Home" celebration of England can be traced back to the early Saxon days. In the time of Egbert and Alfred the Saxon churls kept the festival in about the same way that the English farmer and the Northumbrian shipman observed it under Elizabeth and Victoria. When the harvest moon came round and the last sheave was garnered, then was the Harvest Home. The laborer and his family threw off all restraint and a season of frolic and gayety ensued.

Recalling this harvest festival of the fatherland, the Pilgrim Fathers, mindful of the blessings and mercies vouch-safed to them, expressed their thankfulness by a feast but the freedom and boisterousness of the English Harvest Home were lacking. Hilarity and license would have been out of place among this little band of pioneers struggling for life amid the forests of the new world. It was kept in the grave, formal fashion of the Puritans, but a touch of the coming democracy of the new world was indicated by the inviting of some of the neighboring Indian braves to participate.

Somewhat similar to Rotary the observance of Thanksgiving Day was for a considerable time more or less confined to the section of its origin. Then it began to spread and within the last half century it has become the great American holiday. Also it has become an institution in Canada where as in the United States it is made a day of thankfulness to the Almighty and an occasion for family reunions around the festal board.

The Canadian Thanksgiving Day always comes in the latter part of October (about thirty days before the American holiday). The date is fixed by proclamation of the Premier. The day is observed in all the provinces.

In the United States while the President and the governors of the states issue Thanksgiving Day proclamations the date is always the fourth Thursday in November.

The modern Thanksgiving Day is to some extent a day of benevolence like the Jewish feast of tabernacles, a day of mirth and festivity like the Greek feast of Demeter, the Roman "Cerealia" and the English Harvest Home but above all it is kept as a day of praise and thankfulness as it was kept three centuries ago by the little band of exiles at Plymouth Rock "where the breaking waves dashed high."

In this year A. D. 1913 Rotarians have much to be thankful for—the remarkable, successful and unimpeded growth and prosperity of Rotary, the more remarkable and satisfactory development of the comprehension of the spirit of service by Rotarians and by no means least the privilege that has come to Rotary of uniting in a practical, sensible and enduring fellowship, representative men of several nations.

C. R. P.

NO MAN CAN CONVEY THE TRUE IMPORT OF THE ROTARY CONVENTION.

No man can bring back to the fellow who stayed at home the *real* meaning of Rotary as exemplified at the gathering of the *best* from Canada, Great Britain and Ireland and from eighty-two cities of the U. S. A.

I say *best* advisedly, because the man who will give up his own business for the purpose of attending a convention of this sort is demonstrating by his actions, which are louder than words, that he has the true spirit of Rotary—"Service Not Self."

So when I say that no man can convey to you the true import of the convention, I believe that I am speaking the truth. It is not the program of the convention that is most important—it is not the entertainment, delightful as that may be. The *real* thing is indefinable—it seeps into your being from innumerable sources and is absorbed in a continuous stream of impressions, electric currents of enthusiasm and optimism which bring that conviction, without well defined reason, that this is a body of unselfish men gathered together for the purpose of making the world a better place in which to live—for the purpose of helping each other over the rough places—lifting the load from the shoulders of the weak that their steps may not falter—lending a helping hand when it is necessary but better than

all—there is the feeling that these men are helping each other to grow strong—that the strong is giving to his weaker brother of that which he has, but that he in return is receiving something of that finer feeling and sentiment, in the giving, that makes him stronger still.

Such a convention makes for a stronger race—we can only hope to improve the whole as each one of us is improved and to apply the philosophy of the National Cash Register Company. We have only to take the best in all of us as the example to aspire to and using this as the model, we have when all are brought to the same level, succeeded in building strong men—men who are fit to be citizens of the world-to-be and to mould the lives of the generations yet unborn.

O. R. McDONALD (Des Moines).

AN INTERNATIONAL NAVAL POLICE FORCE FOR THE WORLD PEACE.

It is expected that the United States government will issue invitations to all the nations of the world to send their best men-of-war to unite in a great naval parade through the Panama Canal in 1915. The vessels will all assemble together probably in Hampton Roads near the American capital. Then after a series of receptions and other formalities at Washington for the officers and crews the mighty fleet will steam southward in the Atlantic, pass through the locks of the canal, proceed northward in the Pacific until anchor is finally made in the Golden Gate. What a wonderful procession it will be! Side by side will float in friendship and fellowship the flags of Russia and Japan, of Germany and France, of the United States and Spain, and the banners of other nations that have flaunted their battle flags at each other in days gone by. As this impressive assemblage of dreadnaughts and superdreadnaughts moves first on the waters of the Atlantic and then on the waters of the Pacific, the suggestion must come with tremendous forcefulness that here is the beginning of the uniting of the nations of the world to keep the peace of the world. No longer will these mighty leviathans of the deep appear to us as "men-of-war" but rather as "the guardians of the peace." It will seem like the annual review of the police force of a great cosmopolitan city. It would be a consummation devoutly to be wished for if it could be made so in fact.

C. R. P.

A TESTIMONIAL TO PRESIDENT EMERITUS HARRIS.

The photograph used as the frontispiece in this issue is of a beautiful gift to Mr. Paul P. Harris, the founder of Rotary. It is an etched bronze plate with satin bronze center and oxydized and enameled border. This work was done by Rotarian Wm. C. Mason, of the Crowe Name Plate & Engraving Co., Chicago.

The plate is mounted on a handsome piece of Santo Domingo mahogany. The mounting was done by Rotarian Byron O. Jones, of the Bush & Gerts Piano Co., Chicago.

Photograph and half-tone plate were executed by Rotarian H. G. Carnahan, of the Hawtin Engraving Co., Chicago.

The resolutions contained thereon were offered at the 1913 annual meeting of the Chicago Rotary Club, by the members whose signatures are attached, and were unanimously adopted by the club.

This testimonial certainly came round.



The lands are lit
With all the autumn blaze of Golden Rod,
And everywhere the purple Asters nod
And bend and wave and flit.

—HELEN HUNT.



Some of the Men Who Have Special Work

Committees are an essential part of any organization, in fact the success of any administration depends largely upon the efficiency of its committees. As a rule the efficiency of a committee depends upon the interest the members have in their work and their willingness to apply themselves to it. President Greiner has announced his appointments for some of the committees provided for in the constitution and by-laws and also for some committees created by enactment at the Buffalo convention. That these committees will do things goes without saying. They are made up of some of the liveliest wires in the Association. These appointments are subject to the approval of the board of directors and the acceptance of the individuals appointed. The appointments to the other committees will be announced later.

COMMITTEES 1913-1914.

Business Methods

Geo. Landis Wilson, Chairman, Chicago, Ill.
 O. J. Fee, Lincoln, Nebr.
 Howard C. Fry, Harrisburg, Pa.
 Bismark Heyer, Fort Worth, Texas.
 Peter Thomason, Manchester, England.

Code of Ethics

Robt. W. Hunt, Chairman, Sioux City, Ia.
 Osceola Archer, San Antonio, Texas.
 Geo. W. Harris, Washington, D. C.
 J. J. Jenkins, Los Angeles, Cal.
 Martin C. Rotier, Milwaukee, Wis.

Publicity and General Information

E. L. Skeel, Chairman, Seattle, Wash.
 Daniel Baum, Jr., Omaha, Nebr.
 E. J. Berlet, Philadelphia, Pa.
 J. C. English, Portland, Oregon
 H. H. Montgomery, Belfast, Ireland.

Official Publication

D. C. Farrar, Chairman, Pittsburgh, Pa.
 D. H. Bower, Detroit, Mich.
 Chas. H. Dewey, London, England.
 J. C. Dionne, Houston, Texas.
 A. E. Hutchings, Kansas City, Mo.

Public Affairs

Allen D. Albert, Chairman, Minneapolis, Minn.
 Isaac B. Gibson, Halifax, N. S.
 Lawrence Jack, Spokane, Wash.
 Capt. E. J. Heilbron, Glasgow, Scotland.
 Glenn C. Mead, Philadelphia, Pa.

Good Roads

Edw. N. Hines, Chairman, Detroit, Mich.
 H. L. Bass, Indianapolis, Ind.
 M. D. Fox, Rochester, N. Y.
 Geo. E. Leonard, Jacksonville, Fla.
 Thos. F. McGee, Dayton, Ohio.

International Education

Capt. R. L. Queisser, Chairman, Cleveland, O.
 Geo. W. Bahlke, Richmond, Va.
 H. J. Brunnier, San Francisco, Calif.
 Russell T. Kelley, Hamilton, Ontario, Can.
 W. Stuart Morrow, Liverpool, England.
 J. W. Newton, Boston, Mass.
 Lewin Plunkett, Dallas, Texas.
 Dr. E. S. Rowe, Vancouver, B. C.

Convention Program and Topics

W. J. Berkowitz, Chairman, Kansas City, Mo
 Ivan E. Allen, Atlanta, Ga.
 John B. Westover, Houston, Texas
 Edwin B. Lord, Joliet, Ill.
 Horace G. Williamson, Cincinnati, Ohio.

Transportation

J. M. Tompsett, Chairman, St. Louis, Mo.
 Harry B. Wheelock, Birmingham, Ala.
 A. P. Bigelow, London, England.
 C. B. Brodie, Toronto, Ont., Can.
 Ralph H. Clarke, Tacoma, Wash.
 Wm. G. Gettinger, New York City, N. Y.
 Gratton E. Hancock, Denver, Colo.
 G. S. Harrison, Vancouver, B. C.
 F. J. Zumstein, Cincinnati, Ohio.

Inter-City Trade Relations

John D. Cameron, Chairman, Providence, R. I.
 Albert C. Diggs, Baltimore, Md.
 M. E. Garrison, Wichita, Kas.
 Walter C. Humpton, Columbus, Ohio.
 Edward Randall, St. Paul, Minn.



A Period of Readjustment

An Address Delivered at the 1913 Rotary Convention at Buffalo (N. Y.), U. S. A.

By Harry A. Wheeler, of Chicago

President of the Chamber of Commerce of the United States

President Mead in introducing Mr. Wheeler said in part: Our guest at this meeting is Mr. Harry A. Wheeler, at present serving his second term as President of the Chamber of Commerce of the United States. Anything he has to say to business men is of particular value and interest. The Chamber serves to bring to the knowledge of the Government full information of an authentic kind in regard to the views held by business men generally throughout the country. I take very great pleasure in introducing Mr. Wheeler to you.

MR. PRESIDENT, lady and gentleman Rotarians and guests:

I have never attended a meeting that has given me greater pleasure than the opening session of the International Association of Rotary Clubs this morning at the Statler Hotel. For good fellowship, for enthusiasm for a worthy cause, for a response to every thought that had behind it the advancement of your principles—and they are the advancement of high business principles—for cordiality which you show towards each other, and, as a result, for the assurance of the future of your organization, I think without boast you may say that the result of your meeting today transcends, in actual enthusiasm and in value of your getting together, that of any meeting which has been held in this country during this year. (Applause.)

I have been greatly interested in the rise of the Rotary Club. Since Paul Harris, a co-worker with me in the Chicago Association of Commerce, announced the Rotarian principle and laid the foundations for your organization, it has seemed to me that it had within its thought and scope that which would greatly benefit not only this country of ours in a business way, but, as you extended your own influence to foreign shores, that like benefits would come to those countries to which you might extend your principles. I have often wondered whether in the beginning Harris had in his mind any idea as to the extent to which Rotarianism would grow, whether his vision was wide enough, his faith firm enough, to believe that the principle which he felt was so important to inculcate in the business mind would be accepted as a national and an international principle. I



doubt that today you men who are the most active in the affairs of your local organizations, would dare to prophesy what Rotarianism shall be a decade from now. Your prophecy, wild as you may desire to make it, would fall far short, probably, of the actual result if you retain the principles with which you have started, if you show from year to year the enthusiasm which you are exhibiting in this convention, if you broaden and do not provincialize your views, your activities and your endeavors.

I will grant that often it has occurred to me to wonder whether the limitations originally placed around the membership of the Rotary club might not profitably be extended, —and I think perhaps to those outside the Rotary club that thought may often occur, —not because it would give any greater real strength to the vital life of the organization, but that in some communities it might be more representative of the communities themselves; and yet your President this morning has given in two pages of his splendid report so fair an answer to that question as to set absolutely at rest in your minds,—certainly it did in my mind,—the idea that you were not organized upon the wisest basis upon which the organization could be founded (applause)—for, after all, it is better that there be 200 leaders than 200,000 followers with no leaders.

Now, while there may be a limitation with respect to numerical strength in communities, there is no limitation as to the number of communities to which the principles of Rotarianism may be extended. And so, as these golden principles are extended from city to city, from state to state, from nation to nation, you create a great national force for

the benefit of the nation in which Rotarianism finds a place; a force which will be no mean thing in the history of our various countries as time passes. It is of this I wish to speak.

If it were not for my conviction that there lies within the Rotary club a great constructive force, I should not feel inclined to touch upon my subject of "A Period of Readjustment." And in the treatment of this subject I shall refer only to the period of readjustment in my own country. I would offer no apologies for those of our friends who have come from across the water because, as has been so well stated by them this morning, there is a bond of kinship, not only in likeness of language and birth, but there is an interest in the same general subjects, and they in their country cannot fail to prosper but we prosper with them, and we in our country can suffer no setback that it does not carry immediately back to those Islands across the water a like retrogression of their own prosperity and business success. (Applause.) Therefore, as one, we may consider, with equal sense of their importance, those problems which I wish to place before you this morning as peculiar to our country in their essence but, likewise, of interest to those countries across the sea.

National development comes through a succession of periods, each representing an evolution or a progress or a retrogression of a nation. These periods are very distinctive, and history records them with great accuracy. In this country we have passed through five such periods. From the time that our independence was given to us, or taken by us, which ever you may please, we have passed through the period of confederation and constitutional development, then followed a period of territorial development, when the larger area was brought under the same constitutional provisions. Following that, we came into that period of internal dissension which culminated in the Civil War. Following that, the period of reconstruction. Each period, you will note, clearly defined in history. Last of all came the period of national expansion, which has extended over perhaps ten or more years, and did not terminate and will not terminate ever, but will change its phases as the years go by and as new conditions arise. If I read history correctly, we shall, as time goes on and the history of this time is written, find that it is closely allied with the period of national expansion, but that it is a period of readjustment and of

regulation, necessitated by an expansion so rapid as to astound the world, so rapid as to make it difficult for us to keep pace with our own development, so rapid as to produce conditions which absolutely demand a readjustment of our point of view if we are to continue our progress and prosperity as a nation.

What is there to readjust, and what is there to regulate? I think there is an opportunity for readjustment in the attitude of the public mind toward keeping under our control the Islands which came into our possession as a result of helping a struggling neighbor to overthrow Spanish dominion. (Applause.) It was not in the minds of our forefathers that the United States should enter upon any scheme of colonizing islands or nations far beyond our own borders; but, when God Almighty gave us the outposts on the Pacific Ocean and this outpost of ours, Porto Rico, on the Atlantic Ocean, and gave into our hand the creating of conditions infinitely better than those which the people of these Islands ever knew, we cannot, in justice to them or without failing in accountability to that Power which gave these Islands to us, lay them down until they are prepared to care for themselves as we would care for them. (Applause.)

We cannot fathom the mind of the Almighty or foresee the purpose for which these islands were given to the United States. It may come to be known as the years pass and as we make history, but to-day they are a precious possession of ours, not upon which to use our power to do injury or injustice to the inhabitants thereof, but in order that they may be lifted out of themselves and out of their former condition into a civilization comparable to ours and to where ultimately they may stand for themselves as free and independent states.

We need also to readjust the public mind with respect to world relationships. When the United States came into possession of Hawaii, of Guam, of the Philippines, and of Porto Rico, we became a world power of no mean character, and one where it is absolutely necessary that we should take our place with like nations the world around in formulating national and world policies.

There has been a thought in this country of ours that we would do well to mind our own business; in fact, only last night I saw in a journal the statement defining the difference between the "Dollar Diplomacy," so-called, of the past administration, and what

this journal was pleased to call the "Grape-Juice Diplomacy," of the present Administration; one that meant minding the other fellow's business for the profit there might be in it; the other very simple and pleasant task of minding one's own business. This country of ours has responsibilities to the world at large that makes it necessary that we should mind something else than our own business. We do not want to grow provincial and selfish, we do not want to limit our interests and our sympathies only within the borders of our own land; we have reason, because of the friendship which we have expressed for the nations of the Orient for instance, to interest ourselves in their affairs and to join with the other advanced nations of this world in doing all that we can to raise them to a higher state of living and to a better condition.

The other questions of which I wish to speak are purely commercial. The greatest readjustment which is needed to-day is a readjustment of the public mind toward certain classes of our citizens. Your president this morning, in his most able report, spoke of the birth of Rotarianism coming out of the old issues of the past, when the attitude of the corporation toward the public was one of disregard and disrespect, and that Rotarian influence has always been extended to create a condition where all business recognizes the public right and, as such, finds itself willing to conform to public ideals.

Owing to the fact that it was the popular course to show up the evils of business in the public press and upon the public platform, to denounce those who had made success, to decry the accumulation of wealth or of great influence and power, there has arisen in the public mind a false notion that all business is more or less predatory, that all business is tinged with the same evils that some business is tinged with, and that the condemnation should be visited upon *all* business which only *some* businesses deserve. For ten years in this country of ours there has grown, from year to year; almost an increasing breach between the so-called "People" and the interests that have most to do with the progress of our nations. It has been fostered by statements which are true only in part; it has been made applicable to whole sections of the business world while, in reality, it was applicable to but one, and that only a small part of a single interest. The time has come when Rotarianism should take this forward stand: that, while we shall absolute-

ly discourage and set our faces against special privilege, wrongful acquisition of property, wrongful issuance of securities behind which there is no property, wrongful acts in business as business has been conducted in the years that are gone; while we set ourselves against those things which are known to be illegitimate and wrong, we believe that they exist in but one per cent of the business world; that ninety-nine per cent of the business world is honest and well disposed toward all the people and working toward the advancement of this nation as a whole, and not for business or business interests only. (Applause.)

Let us swing back! The pendulum has gone far in one direction. Make it unpopular for men upon the public platform to gain popular applause by endeavoring to create class hatred. Make it unprofitable and unnecessary for the Press of the country, to assume that they are answering this demand of their readers when they print, in preference to some article indicating clearly the philanthropies of certain classes of business, that which shows the reverse side of the picture, those things which we all deplore and which we acknowledge to have been wrong. (Applause.) The first page of many a paper will contain any story that has to do with even a possible thought that big business is antagonistic to the general public welfare; but, when some great corporation shall, out of its own coffers, create a pension fund for its employees to which they do not contribute one dollar, but which as a reward for their years of service, when the time has come that they are to be laid aside, shall provide them with a livelihood throughout the balance of their years, that story, which should be given the broadest publicity, in the interest of humanity, occupies but an inch or two of space upon an inside page of a paper. (Applause.) It is not right. Let us be just. There are philanthropies in business we know nothing of; there is a broadness and a sympathy back of the operations of even some of these large interests which have been accused in the past as being predatory, that has raised the standard of living of their workmen, and done for them what they could not do for themselves; that has provided pension plans for their old age, that has provided industrial schools in which their young might be trained in order that their earning-power be increased through a better preparation for the task before them. These things we, as business men, have a right to exploit in

preference to the things that are already old and stale, that we have long since deplored, decried and condemned.

But the new day has dawned, as your president has said, and now it is our business as business men to raise the standard of business higher and to show that it is clean and philanthropic, sound of principle and deserving of the good will of the whole country, and that, as ever, we are willing to set our faces against the one per cent that might still desire special privileges, and in favor of the ninety-nine per cent that are for all the people and for country and national progress. (Applause.)

I have suggested to you that the Rotary clubs of this country and of other countries, for their own national progress, shall discourage provincialism and shall encourage the world viewpoint. We are in need of a readjustment in this country of those laws which have to do with our banking system, laws that were passed many years ago, satisfactory at the time our national banking system was created, but outworn now by the national expansion of which I have spoken, arising out of that period during which our country passed from a small to a very great financial and commercial power. We outgrow laws like clothes; laws become obsolete; and we in this country need a ready mind for the readjustment of our national viewpoint and of our ideas to those advanced stages which will give us laws calculated to serve the present day.

Do you think the Rotary Clubs of this country are disinterested in such a subject? I am a banker by profession. I have reason to join with some of my fellow bankers in wishing that the Administration Bill which was put before the caucus last week was a little more generous to the banks; but you are merchants; the bankers of this country can get along under our present banking system; it may be a struggle sometimes, but we can accomplish the task; you are the sufferers. In times like that which exist at this present moment, when there is a dearth of money, when credits are scanned more closely than ever before, where lines of credit are restricted rather than expanded, when enterprises are asked not to expand but to contract their activities—why? Because today there is not enough available money in the world-at-large to adequately care for the increase in volume of business which has taken place in the last two decades, and at the same time provide capital for fixed invest-

ments made necessary by this very increase. We are not alone suffering in this country, but our danger is greater than in European countries. Now, it seems to me that the Rotary club might well extend that wonderful influence that is thrown out by your eighty odd organizations, Mr. President, to studying and weighing carefully the provisions of this bill which is to come before Congress within a very short time, frame up your conclusions in a sane and masterly and businesslike way, support that which is good and for the benefit of the country-at-large, condemn those provisions which may not prove to be useful or beneficial, try insofar as your influence may be used to have placed in that bill provisions which shall advance our national progress through giving flexibility to currency and flexibility to credit that will not make it necessary for us to abate our efforts, that will not make it necessary for us to restrict our expansion simply because our banking system failed to follow as rapidly as business has progressed. (Applause.)

In the next regular session of Congress, which convenes in December, there will be considered a question, vital indeed to business and one upon which there must be a readjustment of the public mind. Years ago Congress passed the Sherman anti-trust law, which made it illegal for corporations to combine in restraint of trade. That law lay upon the statute books as a dead letter for several years; but was brought into play during the administration of Theodore Roosevelt. Prosecutions under that law were continued throughout the administration of William Howard Taft (applause), and we learned during that four years how futile were our efforts in the division of a great combination or trust into smaller units, in our endeavor to create and enforce competition by law, where competition had given way, as it had in those instances, to combination and co-operation as an economic principle. We found that by the division of one great combination into many parts we did not lessen the price of the product, we did not lessen the value of the stocks of these companies, we did not lessen the profits, but, rather, we increased the price of the product, we increased the value of the stocks and we increased the margin of earning power, because, even though we had imposed upon the individual units the necessity for administrative expense, which was not, prior to the time of dissolution, necessary, the increase in the cost of the product to the general public more

than paid that difference and added a handsome profit to the coffers of the several corporations. We cannot by law enforce competition. Economic law will not yield to legislation. The day of co-operation, the day of combination, is absolutely with us, and we may as well face the situation and endeavor to so regulate combinations that may exist that no ill will result to the public-at-large, and that we shall have the absolute safeguard of right to compete, if competition is desired, wherever and whenever men choose to go into business. (Applause.)

Congress alone will never find the solution of the regulation of our industrial combinations or corporations, except you men of business, and others like you this country over, shall address yourselves likewise to that task and find a solution that will be reasonable in view of your knowledge of business conditions and business requirements, and aid Congress to either so interpret the present law or so revise that law that business may go on unrestricted and unimpeded but, nevertheless, that the people-at-large shall be safeguarded against the abuses that have existed in the past. (Applause.)

One more subject for readjustment that to you I esteem of high importance is the adjustment which must come to the public mind through social legislation. This is not so much a federal question, as it is a question for the states. But we are in the midst of a wave of social legislation, one where state after state is passing law after law calculated to make better the condition of labor, sometimes at the expense of the public, sometimes at the expense of the employer. I, for one, stand before you as favorable to social legislation. I believe that there is just as great a need that the employers of this country should bring their own minds to a right conception of their relationship to the employed as that the employed should readjust and establish a proper relationship in their own minds toward the employers. (Applause.)

Social legislation there will be. If, however, in this country the pendulum of social legislation swings too far, if by the passage of laws insuring to workmen old-age and sick benefits, loss of time, provisions against accident,—all of the paternalism which the most paternal government could throw around its working people,—if in social legislation we allow this legislation to go that far, we shall be in danger of sapping out of our

American workmen the thing that has made America great and that has made American workmen the superior of all the world. (Applause.) Let us have social legislation, but let us have sane social legislation. Let us not foster that element of paternalism in state or national government that shall so far throw its protecting arms around the worker as to make him feel that he need have no concern for himself. Paternalism in government is un-American and I hope it may always be so regarded. Our industries have been built through the courage, resource and energy of American capital and our products have grown in favor the world around because made by American workmen—who have no equals for originality, initiative and self-reliance.

Make your government paternalistic and your industries will become less aggressive and your American workman less virile, results that it is said are already apparent in Germany, where in social legislation greater advance has been made than in any other country.

The Rotary club must be deeply interested in these and other problems which might be brought to your attention. I am asking this: that, in the name of American business, in the name of American patriotism, you should address yourselves to these subjects. Patriotism to-day represents not what it did in Revolutionary Days, not what it did in the days of the Civil War; there is no need that men should shed their blood for their country in this day and generation; but the patriotism of to-day is a patriotism just as real, just as great, viz, that which will support your nation in the enactment of sane laws, in the establishment of right relations between people in all circumstances, in the obliteration of class, in the raising up of that standard which shall be one and all for the same flag, for the same country, wiping out our differences, settling our disputes, finding a common ground upon which we may stand, and with an assurance of an era of prosperity the like of which our nation has never seen. (Great applause and cheers.)

MR. E. J. BERLET (Philadelphia): It is my pleasure, on behalf of the International Association of Rotary Clubs, to offer a vote of thanks to our distinguished speaker for his clear address.

On being seconded, the above motion was unanimously and heartily carried.

A Rotary Church Service

By J. R. Perkins

Pastor of the First Christian Church of Sioux City and Honorary Member of the Sioux City Rotary Club

THE writer of this article, and the pastor of the church where a unique Rotary service was held, was made an honorary member of the Sioux City Rotary Club some four months ago. Prior to that he had attended several meetings and became deeply impressed with the new ethical note sounded by business men in the organization. Following the Buffalo convention, he conceived the idea of inviting the Rotary club to church—the First Christian Church of Sioux City, Iowa. On the evening of September 14th, which was Sunday, Rotarians, their families and friends, besides the members of the congregation, packed the church building to its doors, and one of the most stimulating services in the history of the religious body was held.

In the first place, the pastor refrained from preaching and left the job to certain Rotarians. After a fine solo by Mr. Carl Norrbum, a singer of exceptional ability, Mr. Robert W. Hunt, vice-president of the club, rose to preside. He rose in the "cloth" of the ministry; looked the part, but lacked the formality—which instantly placed every one at ease and assured the success of the service. But he did cause a few formalists to gasp when he called the pastor by his first name.

John O. Knutson, secretary of the club and one of the greatest forces in Rotary, had been assigned the task of establishing a parallel between Rotary ideals and fundamental Christianity. The "task" became easy in his hands. For he made it clear that the principles of Rotary are but the underlying principles of Christianity itself in which altruism, as opposed to egoism, becomes the key-note of all men who are anxious to save society from those coarser elements which eventually destroy society.

Dr. Frank J. Murphy—one of the biggest medical men that the writer has been privileged to meet—undertook to show the church, from the standpoint of the physician, just how the beaten men in the social order should be treated. And he did it, clarifying our rather hazy notion that environment and inheritance enter vitally into beating men while they are but children. He was the first

to uncover an idea that grew and grew in all minds as the services went on—the idea that redemption, not punishment, must be accorded the beaten man in society, else that man will destroy society; not to speak of our lack of religion in castigating him rather than in saving him.

Prof. M. G. Clark of the city schools, followed with something entirely original in an exposition of the parable of the Good Samaritan. He said that a good Rotarian would not only have ministered to the wounded Samaritan, but would have set to work to remove the dangers on the road between Jerusalem and Jericho.

"Had there been a Rotary club in Jerusalem," Prof. Clark asserted, "it would have looked into the conditions along the highway, and then would have made it impossible for robbers to prey on the public."

Lieutenant Governor Harding of Iowa was in the audience and, being a Rotarian, was urged to come to the platform and "say something." He did. He declared that every man on the platform was a preacher—or should be. Because a man happens to get his living by practicing law or medicine; by selling goods or managing some great business that does not release the man from ethical and moral obligation any more than if his vocation was pulpiteering. He declared that the genius of Rotary was not only critical, but constructive. "The physicians have been sending too many people to the insane asylum and the lawyers (Harding is a lawyer) have been sending too many to the prisons," he concluded. "What we need to do is to save men and punish as little as possible."

By the time all these fine things had been said the pastor of the church became aroused, and concluded the services by asserting, "And the preachers must stop sending men to hell. For sin is not a crime to be punished, but a disease to be cured."

So the "meeting" came to a close with a better understanding between the church, the city, and the Rotary club. And in two hours of speech-making, not one man or woman went to sleep, establishing a precedent for the church, and the big audience filed out thrilled with a new impulse.



SAN DIEGO is proud of many things, some of which are her climate, her fine natural harbor, and her ninety thousand inhabitants of high intelligence, but perhaps the thing she is most proud of, just at this particular moment, is her exposition project, which will cost her something like four millions of dollars, and which is now nearly half complete but thoroughly financed to a finish.

Let me say, at the beginning, that the president, and leading spirit of the San Diego exposition is a Rotarian, and a member of the Rotary Club of San Diego, and also let me say that the tabulated statement published in the August number of *THE ROTARIAN*, wherein the population of San Diego was given as 39,578 inhabitants, was somewhat misleading. Those were the figures given by the 1910 census. Every basis for estimation, such as postoffice receipts, registration of voters, school attendance, names in the city directory, water consumption (to say nothing of other beverages), shows that San Diego now has a population of at least eighty-five thousand. The exposition project has done the work.

The Panama-California Exposition in San Diego, in commemoration of the opening of the Panama Canal and now in process of preparation, was conceived in 1909. It met with instant favor, and ever since that moment the entire city has labored continuously at the gigantic task of preparing for a great fair of this character.

San Diego at the very start made one great improvement over previous expositions. Heretofore the grounds and buildings of many great fairs have been, for the most part, useless after the close of the fairs. This will not be true in the case of the Panama-

California Exposition. Balboa Park, the big fourteen-hundred acre tract selected for the exposition, is to be made a permanent playground and show-place for the city.

The work now going on serves the double purpose of providing site and structures for the exposition and a permanent park for San Diego. The grounds have been laid out with this purpose in view, and the buildings are of enduring material and construction—so designed that they can be utilized later as museums, art galleries and auditoriums. The city deserves congratulations for its foresight in so carefully laying its plans in this way.

Balboa Park is only ten minutes distance from San Diego's business district. It stands three hundred feet above sea level, overlooking the city, Point Loma, San Diego bay, and the Pacific—an ideal site for both fair and park. So commanding is the location that the light on the great dome of the California State building, five hundred feet above water level, will be visible to mariners one hundred miles out at sea. This building, the construction of which is now proceeding, was provided for by an appropriation at the last session of the legislature, the bill for which was the only exposition appropriation act signed by Governor Johnson. The amount appropriated is \$250,000 and it will provide a building second only to the state capitol at Sacramento in imposing beauty of architecture and will be as permanent in character. It will be used for all time to come as a state institution for the dissemination of information on California and her resources, her attractive beauties and her greatness. Of reinforced concrete, it will be a depository for historical material and other objects neces-

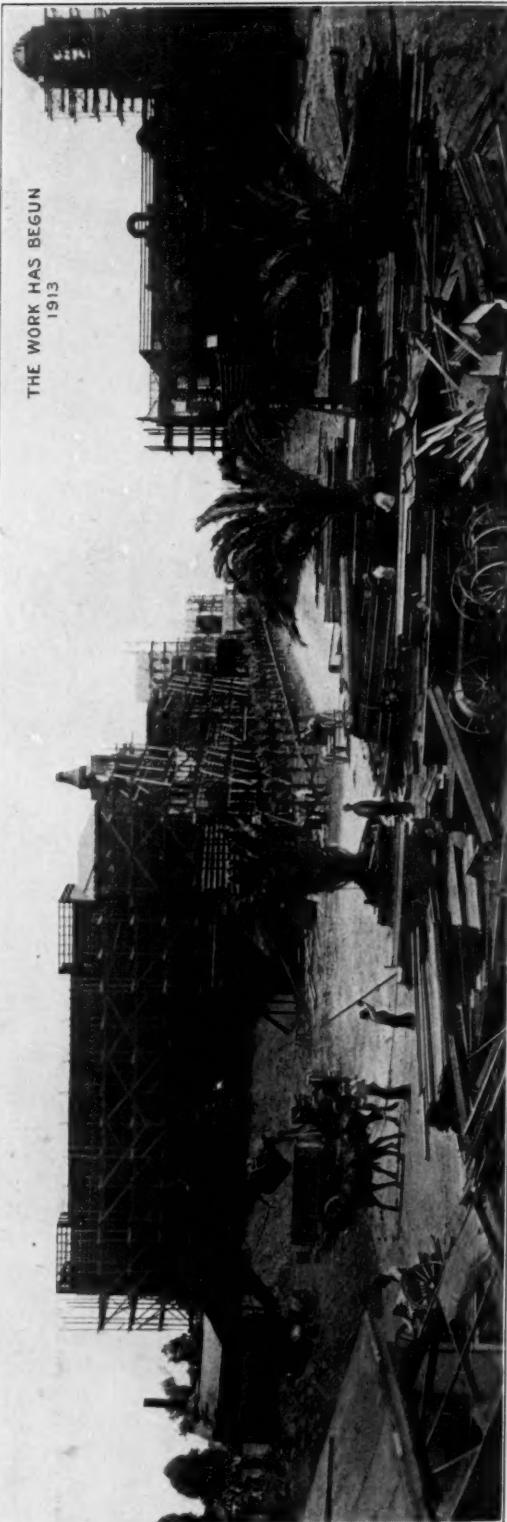
sary to preserve. Designed after the most famous of the Spanish colonial structures of America, it will rise over 200 feet above the foundations. A beautiful dome decorated in the most ornate style with colored tile, will surmount the main portion of the structure. A tower at one corner will further add to the beauty of its proportions, and wings and arcades around it will make of it one of the finest examples of modern architectural art in the country.

The California building, while near the entrance of Balboa Park, to which it is connected by a concrete bridge of seven arches 136 feet high over Cabrillo canyon, will be the central or dominate architectural feature of the exposition. It will be surrounded by smaller buildings in the same style, all devoted to exposition purposes. The first one of the main exposition buildings, facing on the Prado, was begun in June, 1913, and six of these huge structures are well along toward completion. The administration and service building, and the hospital were completed in 1912 and occupied during this year.

Construction methods are such that the buildings rise very rapidly, and it is the purpose of the management to have all completed by August, 1914.

Other buildings now under way are several large exhibit buildings being built for concessionaries and exhibitors, and still others to be started during the latter part of 1913 are state buildings, seven of which are to be completed before the middle of 1914.

One of the most extensive horticultural sections ever put in operation in this country is that of the exposition nursery. Literally millions of plants have been propagated in this nursery which covers 35 acres of propagation beds alone and over 100 acres of growing beds. In 1911 this nursery was started, and there are now over 7,000,000 plants of all descriptions on the books of the department. The world has been ransacked for a specimen of every known plant, every tree and vine that can by any possible use be of benefit to mankind, and many that cannot be of use. Planting of these trees around the streets and avenues of the exposition is an enormous task. It has been necessary in hundreds of cases to install the heaviest machinery in order to move these trees. Over 3000 palms have been transplanted, some of them weighing as high as 70 tons with the earth around their roots, presenting a problem in transportation that has been met with the heaviest kind of road engines and with great cranes



and tackle equipment capable of handling immense weights.

Other trees to the number of many hundred thousand have been planted in different parts of the grounds and when this work is completed some time next spring, the entire area devoted to the exposition will contain a horticultural exhibit of a variety and extent never seen at any exposition ever held in the world. On account of the fact that the climate is so favorable, these plants grow the year round here, so that by the time the exposition opens its doors in 1915, it will be a bower of horticultural beauty.

The most extensive piece of planting for exhibit purposes is that of the counties of Southern California. In one section of the exhibit are 700 of the finest two-year-old citrus trees that could be gathered in the whole of southern California, where the orange reaches its highest development. It is no exaggeration to say that these 700 orange trees are the finest in the world today. Adjoining these trees is a deciduous grove, and adjoining this again are gardens and berry vines, the whole making a complete typical exhibit of the economic trees of the territory in which the exposition is located.

Other exhibitors are doing the same work in greater or less degree, and the whole effort will combine to form the greatest exhibit of irrigation and intensive farming ever brought together.

In addition to the horticultural features found around various buildings and the grounds, is the horticultural building itself, a huge glass and lath house that will contain the valuable specimens. This house will be built in such a manner that it will be a gathering place where band concerts may be given if desired, and the wealth and beauty of the flower world may be admired at all times. This house will be something like 600 feet square, and work on it will start some time in the latter part of 1913, to be completed next spring.

Surrounding the entire exposition grounds is the most sightly "fence" ever calculated to keep fair grounds under control. At every exposition heretofore it has been necessary to build a high board fence as unsightly as it was obstructive, but here such a fence is not necessary and in fact would be out of place. The enclosure here is open, that is to say, it is a wire fence 8 feet high and about 4 miles in circumference. Planted between and around the supporting posts are thousands of fast-growing and flowering vines, which,

by the time the exposition opens, will completely hide the wire fence itself and form a border for the grounds as beautiful as it will be effective.

Situated as it is on a high and slightly plain surrounded and intersected by deep ravines, or canyons, the grounds are being decorated with lagoons where water views are necessary to the completion of the landscape pictures. In the canyon beneath the great Cabrillo bridge has been built a dam that will impound a lagoon of sufficient size to create a landscape effect of much beauty. On the opposite side of the grounds is being arranged another deeper and much more extensive lagoon that winds its sinuous way from the southern end of the grounds to the very center, ending at a bulkhead on the Prado opposite the agricultural building.

One of the most notable and elaborate features of San Diego's world's fair will be the anthropological exhibit. Somewhat similar to Buffalo Bill's congress of the rough riders of the world but with a greater appeal for the highbrows, this exhibit will attract students and learned men from all parts of this country and Europe, not for casual sightseeing but for earnest study.

The anthropological display is the pet project of the directors of the Panama-California Exposition and no money or effort will be spared to make this exhibit the greatest one of its kind ever held. In the summer of 1912, Frederick A. Starr, professor of anthropology of the University of Chicago, and the foremost teacher of that science in this country, went to Africa as a special envoy of the San Diego fair. He first visited Liberia, where he obtained a promise from the government to exhibit at San Diego in 1915, and then plunged into the interior of Africa where he interviewed savage chieftains and offered to chaperon them on a trip to California three years hence.

Professor Starr's identity with the anthropological exhibit at the Panama-California Exposition is a guarantee of its success. He was directly responsible for the Ainu colony at the St. Louis fair in 1904 when the original residents of Japan attracted thousands of students. Professor Starr is now in the land of the Mikado and, remembering his discovery of the red-headed Indians in Mexico, it is logical to expect that he will have a surprising and gratifying report to make to the directors of the San Diego fair upon his return to the United States in December.

Impressions of a Convention Trip

By Peter Thomason

Member Rotary Club of Manchester, England

(We are indebted to Associate Editor Warren of Manchester for this interesting article which he was thoughtful enough to obtain from Mr. Thomason immediately upon the latter's return to England.—C. R. P.)

"Any more for the shore?" This was the repeated cry when, at midnight on September 2nd, a bunch of good Rotarians gathered round the Wilkies and me, on the "Lusitania," singing out that we were "style all the while." One of the brotherhood said I had worn a continuous smile since arriving in the great country of America, but there was little smiling done as the boat's moorings were cast. When next we uncreased our faces, it was because Mulholland's advice was remembered and we had tickled ourselves.

Having been as long as eighteen days in the states I am just now looked up to as an expert on all American questions, and as my tour took me twice into Ontario, my bosom friends are of the opinion that the British Government ought to retain me as adviser on all Canadian affairs in times of international stress.

The reading public is threatened with a new book from my pen on the subject of the United States. Pending its publication, Associate Editor Warren begs a short article anent my impressions of the trip. I'm all impressions! In view of the fact that the British Delegates cannot remember retiring on any occasion before 2:30 a. m., and that they do remember being up several times as long as 4 a. m., considering your Martini and other cocktails, your iced water and your risque entertainments in restaurants, I am impressed by the fact that I am alive to tell the tale.

New York City bewildered me. Its Rotarians took me to their hearts. Speaking of it generally as a city, whilst highly effective in most respects, it has not yet quite perfected its hotel management, for occasionally some visitor gets clear away to Europe still possessing a little money.



Chicago, a small town near Englewood in the state of Illinois, took my fancy greatly; in it I could spend a fortune with more ease than in any other city in the world, not excepting Paris. Chicago is noted for Perry, pork, baseball and beach-bathing parties — ask Glessner and Newton.

Buffalo probably prides itself in being in many respects unlike the two forementioned places. Throughout July last, one Manchester Rotarian was haunted by the cry "Buffalo is calling you." (Having worked overtime one night he dreamt he was chased by buffaloes.) Buffalo often calls

me now, for my mind repeatedly leaves the details of executive work whilst I think of Mead, Greiner, Barrett Rich, and the Commerce Club members, the mint juleps, the lake breezes, the beautiful environs of the town, and the many educative, practical talks in the Convention hall.

Scores of delegates with warmth of heart and earnest words invited us to their cities; to have accepted all the invitations would have ended in my becoming a naturalised American citizen. I was one of four delegates at Toledo, the Rotary men there having prepared their town specially for us. At Davenport, Iowa, I made many firm friends, in spite of my wearying the local club with a long speech. At Harrisburg I "got acquainted" with Cloverclub cocktails and learnt what "chickens" really were. In Boston the Rotarians, instead of being insulted at the shortness of my visit to the Hub of the Universe, gave me an immense amount of kindly attention.

I should have enjoyed seeing how Bill Stephens behaved at home in Los Angeles, or how melons were eaten in Texas itself; but my good fortune in seeing so much in

(Concluded on Page 36.)

The Philosophy and Ethics of Successful Accomplishment

By Arthur Frederick Sheldon

MR. PRESIDENT and distinguished guests, ladies and gentlemen: Backed up by such a splendid array of "military" names, as is supporting me on the platform tonight, I feel that I may approach the theme with courage and this occasion without fear, even though, as many here are well aware, I shall not be able to give to you tonight of that which I feel should be my very best. The transfer from the fogs of London recently to the intense sunshine of "Sheltonhurst" proved just a little too much. While the great man to whom you will listen tomorrow (Elbert Hubbard) once said that there is nothing worse than an apology, unless it is an explanation, I feel that I will not be misunderstood when I say to you, as fellow-Rotarians, that I am here tonight against the direct advice of my physician, a person whom I employ very, very seldom. But I know that I shall be in kindly hands, and I shall promise you that all that I can do is to do the best I can, and that that I shall do. (Applause.)

One evening, in pleasant conversation with the great Wizard of the West, Burbank, I said, as we got acquainted, "Mr. Burbank, you will excuse me if I don't take up very much of what to me will be precious time in telling you what great wonders you have accomplished and what a great fellow you are." He said "That is the best news I have heard in a long time, Mr. Sheldon, because so many come here and take up so much time along that line." And I think you will excuse me saying all the many splendid things, or even very many of them, that I could well say concerning Rotarianism, Rotary Clubs, etc., because we all admit it, and the thought needs no argument.

As I stand before you this evening, I can say, without any tinge of either sophistry



or flattery, that I am proud of my identity with the Rotary movement, and it will always be my pleasure to help it in every way within my power.

Tonight I am to have that which I consider a distinctive honor, of addressing this the International Convention upon the subject of "The Philosophy and Ethics of Business."

First of all we will define just exactly the sense in which I use those three terms. The best definition that I know of "philosophy" is "the science of effects by their causes"; of "ethics" is "the science of right conduct toward others,"—and "business" I shall discuss tonight from the standpoint of "busyness," no matter what that may be. Even the barrister, described by Mr. Mulholland today, is busy if he is a successful barrister, and he has a "busyness."

Business, in the sense that we shall discuss the term tonight, is nothing more nor less than *human accomplishment*, no matter what niche in the world's work one may fill.

I would take the liberty of adding one word to the theme as assigned me, and let that be the word "successful"—"The Philosophy and Ethics of Successful Accomplishment." I would take a further liberty in thus unfolding the theme in advance of its detailed discussion by making the completed theme read thus: "Philosophy and Ethics, their Relation to the Science of Accomplishment." That brings to us the necessity of one more definition, and that is the definition of "science," which, as we all know, is "organized knowledge" or classified common sense.

I think I am safe in saying that there is no body of men in all the world of the same numbers more intensely interested in the great theme of "accomplishment," of doing things, than are Rotarians. Is it true

that today we are living in an era of the science of accomplishment? Is such a thing as science in the sense of organized knowledge possible as related to the concept of accomplishment? Is there a basis for the logical arrangement of basic truth so broad as to cover all natural law pertaining to all human accomplishment, so long as it be useful effort? I confess that for a long, long time that seemed impossible to me, but it all became clear when one night I perceived the fact that in all of life's relationships, successful accomplishment was not a matter of luck but a matter of the conscious or unconscious obedience to God's eternal laws. Call them nature's laws, if ultra-scientific; if religious, we might just as well be plain about it and call them the laws of the Infinite. I shall reason tonight from that premise, that the matter of successful accomplishment, success-winning, in one's busyness, no matter what that may be, is the matter of conscious or unconscious obedience to nature's laws.

The next basic fact to which I challenge your most earnest attention is the fact that could you, or myself, or any one in all the world, or any organization of men, could this great Rotary organization, centering its mind upon the perception and correlation of nature's laws of accomplishment, finally perceive them all, yet all could be classified, all could be organized, for the simple reason that in all of life's relationships there are only four elements: the "I," the "you," the thing concerning which the "I" and the "you" communicate, and, fourth, if anything be accomplished, the meeting of the mind of the "I" and the "you" in common agreement.

Take it in the realm of business in the sense of commerce. If there were but one person in the world, there could be no business transacted; if there were two or more people, but nothing concerning which they could negotiate, there could be no business; and there could be as many people in the world as there are tonight and as many things the subject of negotiation, but if the minds of no two people could meet, no business could be accomplished. Around those four universals, then, all natural laws can be organized.

We will have time tonight to discuss but relatively few of the natural laws which have been perceived, and, in proportion to all that exist, relatively few have ever been perceived. But I wish to challenge your most earnest attention as business men represent-

ing such a diversity of vocations to the fact that pertaining to this fourth, this abstract element, "the meeting of the minds" is governed by laws which are just as real in the realm of the mind, as the law of gravitation is in the realm of matter.

I am going to remove the support from this card in just a moment, and we all know what is going to happen. (Card drops to the platform floor.) I let go of a card like that over in England the other day, and it fell just the same. (Laughter.) The same way in Germany. It will happen forever, because that law, which no man made, one of nature's laws, is universal. There is a universal law of mental agreement just as exact, in the realm of mind, as is that law in the realm of matter.

In explaining it tonight, of the vast majority of those who are here I think I am safe in saying I am only telling that which you yourselves know, but I wish to illustrate it leading up to this problem of ethics and philosophy as related to human accomplishment.

When anything is accomplished in the matter of transfer of property from one to another, as probably all of you know here, there is a first thing to be done, and that first thing is to secure the favorable attention of the party of the first part to whom the property is to be transferred. It is just as much a law of mind as this law of gravitation is a law of matter, that favorable attention, properly sustained, induces interest, and interest, properly augmented, changes to desire, and desire, made strong enough, changes to action. Those are not theories, they are nature's eternal laws.

As we examine into the psychology of commerce a little further we find that in order to have *sustained* favorable attention, interest, desire and repeated action—and of course we all know it is the repeaters that count in commerce—we must recognize the law that *confidence* is the basis of all trade, and that to get and command *confidence* and keep it we must beget *satisfaction*, and in order to keep the patron *satisfied* we must give *Service*. There you find seven principles in the psychology of commerce. Enumerating them from the bottom to the top, they would be first of all service, that begetting satisfaction, that begetting confidence, that begetting favorable attention, interest, desire and action.

For a long, long time this question of service, which to my mind is the central

thought of the Rotary idea, was a great puzzle to me; I tried to figure out the analysis of it; but I never found it until one day reading a book on Indian philosophy by Bagavan Das, the Indian philosopher and author, away down in one corner I found a trinity of occult truths which read this way: "Quantity, Quality and Mode." Now, Bagavan Das probably looks askance at commerce; I presume he rather thinks it is a sordid thing, and that the business of commerce should be looked down upon and shunned as an occupation by refined natures; but, when I found that little trinity of truths,—"Quantity, plus Quality, plus Mode,"—I cried "Eureka!" for I had found the analysis of service.

The Rotary Club in each city represents one institution in each line of commerce, but, no matter what that line may be, if that institution gives the right quantity of goods for the money, the right quality, and its mode of conduct,—which means the conduct of every department of the business, is right, then its service is right, then its confidence-begetting power and its satisfaction-begetting power is right, and then the problem of the repeating patron is solved. Thus do we see a little side-light, at least, upon the science of accomplishment in the world commercial.

Now, just a word about Ethics and its relation to this Science of Accomplishment. Ethics, as I stated at the beginning of my remarks, we shall treat tonight as the science of right conduct toward others. Do we see, in the light of the psychology of commerce, the reason why it pays? I say "why it pays" fearlessly. Here, there and yonder I find men who say it is wrong to preach right conduct simply as a means of making money. I can't agree with that. All too long the great religions of the world have preached the science of right conduct as a passport to the great Hereafter, and that alone. It is time for the world to awaken to the fact that the science of right conduct toward others pays dividends in the Here and Now. (Applause.) If I seem to preach tonight, please remember, Rotarians and visitors, that I am not talking from the standpoint of where we are going to when we die, but from the standpoint of the blessed old here and now.

When the Man of Sorrows, the Man of Galilee,—whom I say, and say fearlessly, was the greatest General Manager that ever lived,—said unto His disciples "Do unto

others as you would have them do unto you," He enunciated the greatest business doctrine ever put forward by anyone in all the history of the world; and He has a branch house in every hamlet throughout the world. (Applause.)

Let us get back to the psychology of it. It is true that a good many of his alleged followers, at least, do not work on the job very hard of doing "unto others as you would have them do unto you"; but if the Christian Church today would simmer its religion down to the application of that one motto, and every man and every woman identified with the Christian Church would, first, last and all the time, with a religion of seven days a week, do unto others, in the course of business, as they would have them do unto them, then the Christian Church would become a power throughout the world compared to which there has nothing ever been conceived. Confucius put the same truth in a negative way when he said "Do not unto others that which you would not have them do unto you." Possibly the Man of Sorrows borrowed the idea.

But now comes Rotary, saying, in commercial language, "He profits most who serves best," (applause) and, when you do unto others as you would have them do unto you, what are you doing but rendering service?

To reach the spiritual mind, friends, sometimes we have to start with the intellect, yes, away down with something that appeals to the physical man. There are only seven principles in any human being. First comes this physical body; that is builded around the astral body. Then comes the principle of magnetism, vitalizing those two. Then comes the instinctive mind, which the brute as well as you and I possess. That dog of yours knows a whole lot, but he doesn't know that he knows anything. Above that principle comes the intellect. There we find man who thinks, remembers, imagines. Above that principle comes the spiritual mind, and finally, above that, the spirit itself. You tell the young man of today that he must do unto others as he would have them do unto him in order that that final element, the spirit, may get into the Sweet Bye and Bye, and he isn't paying very much attention to it; but, if you can reach that spiritual mind through that lower mind, the intellect, and convince him that to profit he must serve, and to profit he must be square, that it pays to be decent, that it

pays to help the other fellow, then you will by degrees reach the spiritual mind, and then the future takes care of itself.

We must, each and every one of us, have food, raiment and shelter, and they all cost money. Do you know it sometimes seems to me that the average religionist is laboring under the delusion that if he really practiced his religion he could not make very much money, when, as a matter of fact, if he would literally practice it, he would make a great deal more money than he does; if he practiced the doctrine "Do others good," instead of "Do him good." (Laughter.) Now, is that true, is it practical common sense, or is it idealism?

I want to tell a little story just here of Meyers. Meyers was a poor German farmer. He didn't have very much money, but he had enough to buy a little farm, and he went out looking for a farm. He got his eye on a certain farm, but the neighbors around there told him not to buy it. He said "Why not?" They said "That fellow who lives next neighbor to you there is a regular man-hater and a hard man to get along with; two or three fellows sold out because he was such a bad neighbor." He said "Oh, anybody can get along with me." He bought the farm. After he owned the farm a few days, he was plowing over near the mean man's woods, and a fire broke out in the mean man's woods. Meyers hitched his horses to the fence and went over to put out the fire. The mean man saw the smoke, and he came and got upon the fence, and saw that Meyers had it under control, and he didn't even stop to help, he let him put out the fire, and then walked back and didn't even thank him. Meyers laughed about it, said the poor fellow was mistaken. A few days after that he was going to town, and he overtook this mean man, and he was stuck in the mud, and he couldn't get out alone. Meyers unhooked his horses and hooked onto the end of the tongue and pulled him out. The man drove off and didn't even say "thank you." Now, I am afraid that the average church member would kind of quit doing unto others as he would have them do unto him about then; but Meyers kept on working on the job. Finally, one day, the mean man came down to Meyers' house, and he said "You are the man who pulled me out of the mud and put out my fire?" He said "Yes." He said "My wife says if I don't come down and thank you for that she is going to quit me, and I don't

want her to do that, so I am coming down to make good. Now I am here I will tell you something. I want to be your friend. I had made up my mind that everybody in the world was wrong, and I guess I had become a man-hater, but I have made up my mind there is at least one good man, and I want to be friends." They became friends. Having discovered one, he began looking for others, and he found a lot more, and he became a happy man. But the question is, what became of Meyers, this fellow who literally practiced the doctrine "He profits most who serves best," regardless of what the other fellow does? Meyers today is at the head of a fifteen-million-dollar company (applause), and he has the favorable attention of all of his clients and patrons of that house in such a way that competitors could not possibly take his trade away from him; and, furthermore, he has the favorable attention, interest, desire and favorable action, and repeated action, of his people in such a way that no such thing as a strike would be possible in his institution. (Applause.) His men love him and would fight *for* him, not *against* him. I say to you, friends, that the crimes of capital against labor, and of labor against capital—and there are crimes on both sides—are born of ignorance of God's eternal laws. (Applause.) Shakespeare was right when he said that our only crime is ignorance,—and it is either ignorance or lack of application even when one knows. Somebody said Christianity had failed. No, it has never been tried. (Applause.) I want to say to you if there is to be great progress made in this doctrine of universal brotherhood, of the "Do-unto-others-as-you-would-have-them-do-unto-you" idea, of the doctrine, in other words, of "He profits most who serves best," it must come through the channel of commerce, it must come through the channel of daily activity, it must not be a one-day-a-week religion, we must work seven days a week on the job. Of all the men I have met throughout the world—and it has been my privilege to cross many countries—I find the spirit of the true Rotary man truer than that of anybody else that I meet in this doctrine of service each to the other and working seven days a week on the job instead of one. (Voices: Hear! Hear! and applause.)

I believe it is true, I have no doubt it is true, that many of the Rotarians here to this International Convention are not even church members but, if you are practicing

the doctrine literally that "he profits most who serves best," consciously or unconsciously you are doing that which Christ told all His disciples to do, and you are practicing the very essence of the Christian religion.

I will never forget the day I landed in London, a stranger in a strange land, when Bigelow and Smith, the President and Secretary of the Rotary Club of that great city, were the first to greet me and make me feel at home. I tell you it is a big help, when you are three thousand miles across the sea, and don't know any person when you land.

But let us look at it from the standpoint of pure commercialism. Did it pay that man Meyers to do unto even the mean man as he would like to have anybody do for him? You and I would like to have the other fellow put out our fire and pull us out of the mud, wouldn't we? That was service to the other fellow. Did it pay Meyers in the long run? Yes, because he didn't stop at the mean man. Such a man comes to stand out in the commercial heavens even as the planets stand out among the stars. You can't hide such a light under a bushel. As he came on up he practiced the same doctrine with his employees, with his patrons. You can't stop him, and you can't stop any member of the Rotary Club who gets really busy in the practice of the doctrine of service.

We started late. I don't know as it seems as warm to the rest of you as it does to me. But I think we better come now to the discussion of philosophy in the sense of the science of effects by their causes, in its relationship to the science of accomplishment. I think we all see with clearness the relationship of ethics, the science of right conduct towards others, its relation to scientific accomplishment. Now, what relation has philosophy, the science of effects by their causes, to the science of successful accomplishment in one's business, no matter what it may be?

We will have made a great stride of advance in this whole gospel of efficiency when the world once wakes up to the fact that it is living in a reign of natural law, and not of luck. I wish we had time to dwell upon that theme at some length tonight, but I shall content myself with a brief mention, not a complete discussion, of the seven universal principles of cause and effect in philosophy as related to human accomplishment.

I believe that if Nature were a great Being that could write in a book with a pen

and could walk into this hall tonight, and you and I should say to Nature—and mark this well—not "What is a cause or a measure of efficiency?" but "What is the measure of efficiency value?"—that Nature would answer and say "The efficiency value of any individual varies inversely with the degree of supervision that his work needs."

There we have the universal law. The less supervision that anybody needs, the greater is his efficiency value in his particular capacity. The moment it comes to a point where one needs too much supervision, his value becomes zero. Why? Because you can render no service, therefore you cannot profit. That is the first law of cause and effect as related to human accomplishment. The office boy, the general manager, the sales manager, the salesman on the road, who needs too much supervision, cannot accomplish anything.

Then it is well for us to get back to the cause of that, if we are really going to be philosophers and study accomplishment from the viewpoint of philosophy, from the viewpoint of cause and effect. So, then, we would ask Nature this question: "What is the cause of need of supervision? Why is it that one general manager needs more than another, one sales manager more than another, one office boy more than another?" I believe if Nature were here and could talk to us Nature would have but one answer,—not many,—to that, and that answer would be "All need of supervision is caused by just one thing, viz, errors, of which there are only two kinds: errors of omission and errors of commission."

And again we find a law, and the law would read like this: "The need of supervision of any given individual varies directly with the errors present in his work,"—the first an inverse law, the second a direct law.

Then possibly we would be inclined to go our way rejoicing, and say "All right, we have the system"; but I am afraid if we did not reason further than that we would have to come back. The next question we would ask Nature would be this: "What causes the errors?" Then we would find that Nature would answer truly and say that all errors are caused by the negatives in human nature. I wonder if every Rotarian is familiar with the great law of opposites. We see duality running all through nature: Light has its darkness, heat its cold, and in these employees of yours, and in yourself, in all men and all women everywhere, we

find the light and the darkness, the heat and the cold, of the positive and the negative qualities. Memory has its forgetfulness, faith its doubt, love its hate, courage its fear, accuracy its inaccuracy. So you can go through the complete analysis of man. You find that every error anybody was ever guilty of is traceable to one or more or a combination of the negative qualities in the individual.

Reason compels the conclusion that if we would increase efficiency through the decrease of errors, we must increase the positives, because, just as light banishes darkness, so the cultivation of faith banishes doubt, the development of love banishes hate; and so it goes through the entire column of the positives and the negatives.

I am sorry for that employer who folds his hands in hopeless helplessness and says "That is all right, but you have got to have something to work on." I am sorry for that man who feels that he is bound by the chains of heredity and environment. Burbank, whom I have mentioned, told me that he was accomplishing all of the wonders he was accomplishing on two simple principles: first, that matter, while immutable in substance, is eternally changeable in form, and second, that heredity is but the sum of all past environment; and he, working on those two simple principles, has made the pitless plum, the thornless cactus and the fadeless flower. He has even made a pear tree get busy and raise two crops of pears instead of one. Yet we find men saying "I was born this way, and I must go through life just as nature made me." (Laughter.) Rotarians, there is a vast margin between the desire to serve and the capacity to render service. The capacity to render service, of any individual, is in direct proportion to the development of the positive qualities of body, mind and soul.

Now we come to the next law of cause and effect; that is, the cause, the how, of the development, the unfoldment, the growth, of any efficiency quality in man. It seems to me it is all locked up in just one little word, and that one word is "education." I am challenged on that once in a while. A man challenged me on that down in learned Boston a short time ago, a short time before I went to Europe. I had said that education was the key to power. He said "Oh, no, that is not true. New England is filled with graduates from Harvard and Yale who are having a hard time to make a living."

I said "You must have misunderstood me. Those men who are graduates of Harvard and Yale who are having a hard time to make a living haven't an education, they have mental indigestion." (Applause and laughter.) Now, don't misunderstand me. Some of the best educated men I have ever met have been to colleges and universities; I was even guilty of going to one myself, but I was not very well educated when I left, and my education is a long ways from being completed yet. I should hate to feel I shall be no better educated a year from today than I am today. But some of the best educated men I have ever met have never seen the inside of a college, and a great many men I have met who have been to college are not well educated—and a great many whom I have met who have not been to college are not well educated. (Laughter.) So that the only conclusion I can come to is that college training and education are not synonymous terms. Go back to its root meanings, and see those simple little words: "E" and "duco," meaning "I lead," develop, unfold, and we get at the gist of the word "education," so simple that even the college professors of Latin in the universities overlook it. I try it on every once in a while just to have some fun with them, and I say to a college professor teaching Latin "What is education?" He generally answers "It is the acquisition of learning, culture," or something like that—(there are ever so many different answers). I then say "Let us see, you teach Latin?" "Yes." "What is the derivative, what is the root meaning, of the word 'education'?" "Why, 'e duco.'" "What does that mean?" "Why, 'I lead.'" "But I thought you said that education meant the acquisition of knowledge?" "Oh, well, if you want to be technical." "Oh, no, that is not being technical, it is getting back to the roots of things, the real meaning of things." Yet our college courses and systems of education almost universally are builded just as if education meant the filling in of knowledge. It never did mean that. It means the development, unfoldment, of those qualities in man which, unfolded, make him win,—through what? Rendering service; those qualities which, developed, make him fit to render service. Then, if he is not only fit but *does render* service, he is bound to win in obedience to nature's laws.

Then the question is how to lead out, develop. The answer to that is so simple that

it seems to me the world has almost entirely overlooked it; it is so simple when we see the how. For example, education of that muscle (flexing arm). Nature did not give me a big muscle, but it is pretty good and strong today. I had to *do* something, though, to make it *edict*, and that all simmers down to two things: properly nourishing and properly using that muscle. The trouble with those fellows going to college, who don't *edict* the success qualities, is that they take it all out in mental nourishment, and stop short of the *use* of the mental muscles, the qualities which, developed, make for success.

Call the teachers of Buffalo together tonight, and ask each to write on a slip of paper the answer to the question "How much is two plus two?" and the answer will be "four" every time, by every teacher; no mistakes; but, call that same body of teachers together and ask them to write on a slip of paper the answer to the question "What is education?" and you will get a great many different answers. Yet there is only one correct answer to the question "What is education?" It is "Education" or "Unfoldment." Ask those same teachers of this or any other city the recipe for "unfoldment," and you will get almost as many answers as there are teachers; yet, just as there is only one correct answer to the question "How much is 2 plus 2?" there is only one absolutely accurate answer to the question of the recipe for "unfoldment," and that is "Nourishment plus use." (Applause.)

We can see that in an objective thing like the physical muscle. When, oh when, will the world wake up to the fact that the analogy is perfect with the mental and moral and spiritual muscles, and that, properly nourished and properly used, any quality will *edict*! That is one thing I like about Rotarianism; it gives the fellows who are members of the Rotary Club a chance to exercise, use, the spirit of service with their fellows; then they can't help but *edict* in spiritual growth. It is a great stunt. A lot of them are doing it and don't know what they are doing; they are building better than they know. Let us come into the light of conscious understanding of what we are doing when we are serving the other fellow.

Then, what is the result? To properly nourish and properly use the body, the result is more and more *endurance*. Do the same thing for the qualities of the head and

the result is more and more *ability*. Do the same thing for the character side of the man, the faith, the courage, the honesty, the spirit of service, and the result is education of more and more *reliability*. Do the same thing for the will, and the result is *action* and more and more of it.

Then you get a man with ability of the head, reliability of the heart, endurance of the body and action of the will. That is all there is to it.

Then you get the square man and the all-round man, and then you get the true Rotary man, the man not only with the desire to serve, but the capacity to render service. (Applause.)

Now, just a word in conclusion, and I think we better call this off. They have promised to send me the notes, and I will try to find time to dictate the speech and make a better one to appear in "THE ROTARIAN'S" Convention report. (Laughter.)

I want to say just a few words in conclusion concerning what it seems to me would be a great thing for Rotarians here, there and yonder, throughout the world to boost along, which would not get us in any political mixup or anything like that.

I listened with great interest today, what little time I was able to be present at the convention, to the discussion about the motion to have the resolution passed to have some of the ideas expressed by Harry Wheeler's paper, carried out.

Mr. Dolph said in his letter inviting me to speak "It seems to me the great mission of Rotarianism is the furtherance of the Gospel of Efficiency. So," he said, "when you come you can just turn yourself loose and go as far as you like on the theme of Efficiency."

Now, I rather imagine that some of the boys thought maybe that would be a great opportunity for Sheldon to do some advertising and, in the spirit of Rotarianism, they were glad to extend the opportunity. But I want to say to you friends that, while you and I can do much right now, not only for ourselves in the increasing of our efficiency and of each one in the business family, we want to be men who look further ahead than the present.

You know somebody said that the man who looks no further ahead than the present is mentally blind; the one who plans for years is a general; the one who plans for a lifetime is a genius; the one who plans for generations yet to be is a seer and a prophet.

I know there are many "seers" and "prophets" among the Rotarians, possibly none who would rank so high as the father of the movement, Paul Harris. (Applause.) But we can do all we can in the efficiencyizing of ourselves and our employees, and that is splendid as far as it goes; but let us look further; let us not be mentally blind.

If I accomplish nothing else tonight than to challenge the attention of the Rotarians who have honored me with their presence here this evening, to the deficiencies of our present school system, and you help even a little as you go back home towards aiding our educational systems to better things, I shall feel that my effort tonight has not been in vain.

I have but three suggestions to make, three slight criticisms of our public school systems.

The first is that *they are builded from the top down, instead of from the bottom up.*

By that I mean this: The university came first in the Old World, when education was allegedly not for the *masses*—but for the *classes*—that lawyer Mulholland was telling about today, and the preacher and the teacher, and the man who administered the affairs of State, but not those engaged in trade and on the farm, etc., the plebian class; to those the State said, "education is not for you." The curriculum of the university was regulated then for the learned professions. Later the high-school came, and how was its curriculum regulated? To fit the student to graduate into the university.

Then Magna Charta came, the days of liberty, and even *compulsory* education finally came and the child *had* to go to school whether he wanted to or not; and whether he was going into commerce or any other business.

But what was his curriculum? Some of you travelled the same road with me. I started in the little red schoolhouse, and the ambition of my life was to get through that curriculum, in order to get to the high-school, and then to get into the university. After I got out into the game of life I found I had been headed from the little red schoolhouse until I poked my head out of the top of the university, for one of the learned professions, all the way through, and I did not know anything about commerce—I didn't even know the meaning of "O. K." (laughter). I went out on the road selling goods. I made a record, and they made me manager, very foolishly, and the very first day

I was a manager the stenographer came up to me and said "Mr. Sheldon, will you O. K. this?" I said "What do you mean?" She said "Put your initials on it, and under them put 'O. K.' if it is all right." There I was manager of a branch of a three-million-dollar concern. I didn't know anything about credits or about advertising.

All I knew about salesmanship I had dug up in the school of life, and made such a horrible botch of it on the start that man after man said, "Young man, how long have you been at this job?" I said, "Not very long." One fellow said, "To be real frank, I wouldn't try it any longer if I were you."

I didn't know how to file a letter when I first went to Chicago, lured there by the alluring letters of the firm I had sold a lot of books for.

I saw a lot of those old-fashioned letter files, the big backs of them strung along the filing case, and I asked the manager what kind of books those were, and if I couldn't sell some of them, too. (Laughter.) A graduate of a university!

Now, then, call a world's convention, and bring all the peoples of earth together in one vast body.

Here they are. Over there are the barristers, the lawyers; here are the teachers; here are the doctors; here are the preachers, and so on—many vocations; but over here is a vast throng, so vast that it outnumbers numerically all the rest combined. Who are they? Those engaged in the manufacture and distribution of the world's products, in business in the sense of commerce.

Yet our educational system is built, from the bottom to the top, for these, the *classes*, not for those, the *masses*.

Here, there and yonder there is being grafted onto our present systems, commercial branches, etc., but where does our business college stand to-day?

George Landis Wilson told me a story one day. Just as he got her nicely trained, one of his best stenographers got married, and he didn't know about it until it happened; so he called up a business college in Chicago and asked if they could send a good stenographer. "Yes, surely, a girl has just graduated." The girl came down. George said, "Are you a good stenographer?" She said, "I should say I am." That was her answer. The first night, when it came to mailing the letters, he noticed that she had a 2-cent stamp on each one of them, and some of them were quite heavy. George said, "How does it come

you have a 2-cent stamp on each one?" She said, "That is all the postage I ever put on a letter." Finally he told her that it was according to the weight of the letter how much postage it carried, and explained to her how to weigh and stamp the letters and then she didn't know enough about mathematics to figure it out—but a graduate of a business college!

The second slight criticism I have of our educational systems is that, *although there are four divisions of the complete man—body, head, heart and will—our systems are aimed at the education or development of but one-fourth, that is, the intellect, and the intellect alone developed may make but the gifted criminal.*

The commercial world is fast awaking to the fact that, after all, the best *ability* is *reliability*, and I ask you what is being done in our school systems toward the education of reliability in the child? Not enough. Here, there and yonder there are notable exceptions among the teachers, and all that I say to-night, or ever say upon the platform, concerning our school systems, is not a criticism of the teachers, it is the systems and the tools the teachers have to work with. There should be just as systematic effort for the education of reliability, endurance and action as there is to develop ability.

Why do you and I send our children to school? Is it not to fit them to win in life's battle? Yes, that should be the reason. Man's success in life does not depend upon what he *knows*; it depends upon what he *is*; and that which he *is* depends upon the education of the success qualities in the man.

I don't care how much the qualities of thinking, remembering and imagining, the intellectual qualities, are educated; when he leaves college, if the qualities of reliability, endurance and action are not well started he will not win. The third slight criticism is this: *The one thing we are doing—aiming at the development of the intellect—we are doing wrongly.*

By that I mean this: Ability cannot be developed by the process of cramming the head with facts.

I graduated from the university, having studied psychology under a learned man who had written textbooks on the theme; not knowing the true basis of intellectual development, I did not know that one's ability is the sum of his power to think, remember and imagine—much less did I know how to develop those three powers.

With those three slight exceptions, the educational systems of to-day are all right.

I do believe it is possible to go altogether too far in the matter of criticism of our schools. I believe that great man, Crane, went too far; he went so far as to say that we would be better off if all the universities of the world were wiped out. That is nonsense. No greater calamity could happen. But I think it is wrong for us to bow down to musty precedent and fold our hands in hopeless helplessness and say they cannot be improved.

They can and will be improved, and they must be improved. For example, I believe that every boy and every girl that ever goes to school, and long before he shall have graduated even from a high-school, should know it to be a law of life that if he would profit when he enters the game of life he must render service—and know it not as a platitude or aphorism, but a scientific truth, and he must be taught how to develop the power to render service. I know it can be done. Just as a little educational experiment, I recently asked Sir John Kirk of London to give me fifteen of his boys from the slums of London. Some of you know, possibly, that he is the man who organized the Ragged School Union. I took fifteen of those little fellows, some of them no higher than that (indicating about two feet), stunted in growth, some of them but twelve years of age, and in six weeks' time I had those boys going to the blackboard and putting upon that blackboard, understandingly, the seven universal principles of service, and they could give a good talk about it. They can and will be made to understand the natural laws of human efficiency, and the school life is the best place for them to learn it.

The first night we got together, and I told them about the educational journey we were going to take, I said, among other things, "I presume all you fellows could stand it to make a little more money than you are making now?" One said, "We are all overworked and underpaid." Then I began to reason with them on cause and effect.

Pretty soon it was no difficulty for them to see that fire was cause, and heat was effect; and they agreed with me absolutely, as strange as it may seem, that a little fire always makes a little heat, while a big fire always makes a big heat. Of course, that was not strange. They know that is true. But, before we got through that first evening, they were just as thoroughly convinced that serv-

ice is fire, and pay is heat, and that a little service always makes a little pay, and that big service always makes, ultimately, big pay (applause); and you can bet your life that those boys to-day are not ruining their eyesight looking for more pay, they are not time-servers, they are not clock-watchers, they are looking for the opportunity to render

their employers service—why? Because they know a few of the laws of cause and effect in the world of business, the world of human effort, the world of successful accomplishment. They have caught a glimpse of "Philosophy and Ethics," and "Their Relation to the Science of Human Accomplishment." (Great applause.)

Impressions of a Convention Trip

(Concluded from Page 26.)

the time available amazes me; and I can heartily say Rotary is a great boon, in fact an Aladdin's lamp, to anyone travelling in the States.

Before this journey, Rotary was valuable to me as a tonic. I liked to meet the Manchester boys each week; our city's dull atmosphere seemed temporarily clarified after each Rotary luncheon. To chat to men of known eminence in commerce was helpful. The Manchester Club has one disease—cheerfulness; 'tis contagious; and the cheerful men are wanted in the world. The man who can maintain a bright disposition under trying circumstances, whose happy nature is reflected by his sunny smiling countenance is he who will instill fresh energy into many a drooping spirit, is he who is loved by all in private, civic or national life, is he who acn

wield an immense influence for good, and is he who makes the best type of Rotarian.

But now I am home again I cannot fully set down all the good things I know to be true of Rotary. It's a religion, a business man's tonic to convey him through each day with a sweetness to himself and with a sweetening influence of himself on others. Rotary is to be world-wide, and I personally, no doubt like many others who visited Buffalo, have today a keener appreciation and a wider vision of what it means to belong to the International Association of Rotary Clubs. The 1913 Convention has proved Rotary to be on a really sound basis, and has not only made me prouder than ever of my membership, but has determined me to profit by the many lessons to be learnt from the Buffalo discussions.

The Sage of East Aurora

Distinctiveness (R. T.) Arnold of Jacksonville was somewhat impressed by Fra Elbertus.

Almost everyone is interested in Elbert Hubbard. I read some of his works about ten years ago and decided that he was a conceited ass. I kept that opinion for ten years, too, and after I heard his talk which he delivered to the Rotary delegates in the Roycroft Inn at East Aurora I decided that one of us was sure enough a conceited ass, but it wasn't he.

Elbert Hubbard, instead of being a tall person of austere mien, as I pictured him, looked more like a naughty little boy with Lord Fontleroy hair, a face that matched the mission style Roycroft furniture and a dimple in each cheek that made you like him from the first.

His "gestures" when he talks consists in "cutting his eyes" around instead of turning his head and his eyes are big and gentle with a round little black bullet right in the middle. He don't have to tear his hair and swing his arms like a windmill for his eyes do all the necessary gesturing. He said:

"The true Rotarian speaks well of a person or not at all."

Speaking of the value of Co-operation and the true Rotarianism he emphasized the value of get-

ting together by a story that went something like this:

"A business man visited an insane asylum and, seeing one lonely keeper in charge of twenty-five 'nuts' he asked the keeper if he wasn't afraid the twenty-five would 'get together' and overpower him and escape. The keeper answered: 'You belong here all right. Why man, if they had sense enough to get together they wouldn't be here!'"

You ought to hear "The Fra" say "Rotarian." He rolls his "R's" together until they r-rumble and gets in good work on both of them in the word "Rotary."

Speaking of the foundation of Rotary he says: "When the monkey wanted to cross the river and to accomplish his purpose sat astride a log and paddled himself across the Mississippi he not only accomplished his purpose but with him was born the interstate commerce commission, but when he got together with another monkey he was enabled to do more, and then, working together, succeeded in sawing off the end of a log and made two wheels to work on an axle and ease the trials of travel—they were, he says, the first Rotarians.



BUSINESS LESSONS ■ from ■ FIELDS OF SPORT



"Eckie" Who Did the Unexpected

By J. C. Burton

This is the fifth article in the series, "Business Lessons From Fields of Sport," the other four stories, eulogies of Ralph de Palma, automobile racing champion; Jimmy Lavender, the youthful pitcher who was supreme in a crisis; Battling Nelson, tenacious gladiator of the prize ring; and Tyrus Cobb, most brilliant of all baseball stars, appearing in previous issues of The Rotarian. The theme of this article is most timely as it is a football story, the hero of which won a championship by his resourcefulness and daring.

"Eckie, Eckie
Break your neckie,
Eckersall!"

THIS is the monotonous chant of ten thousand University of Michigan rooters, a song of derision that may become a pean of victory before the copper rim of a dying autumn sun sinks below the grey horizon. The swaying bleachers on the west side of the scarred and frozen gridiron are ablaze with maize and blue. Even with the score against their team and the game more than half over, the loyal undergraduates and alumni of the Ann Arbor institution are supremely confident. It is a confidence born of past successes.

"O! how we ran,
O! how we ran,
We ran all over Mich-i-gan,
That's how we ran!"

This is the answering song of the east, stands where fifteen thousand adherents of the University of Chi-

cago gloatingly wave the maroon in the flush of premature victory, victory that may be changed to defeat before another fleeting minute passes into eternity. After seeing their team bruised, battered and beaten by Michigan for so many years, the Chicago rooters cannot restrain their joy or wait until the final whistle blows before celebrating an unexpected triumph.

In the crater of this song-beleching volcano of leather-lunged fanatics are twenty-two modern gladiators battling for the championship of the west. Through the veil of sifting snow, they look like two eleven-headed hydras locked in a death grapple. Eleven wear the maroon. Eleven wear the maize and blue. Less than two hours before, the members of these two teams trotted out upon the field trained to the minute and nerved for the grueling test of brawn and brain. Now they are groggy and exhausted, worn down by the battering attack of human catapults, weak from desperate plunging, offering an



"WALTER ECKERSALL IS, AT QUARTER BACK, A PIGMY AMONG THE GIANTS."

ounce of resistance where a pound once was given. These score and two men are fighting, not for money, not for fame, but for the love of alma mater. A slip, a fumble may cost a championship.

And what gladiators they are! In Chicago's forward wall are Gale, who in an afternoon has earned for himself the title of star; Meigs and Russell, aggressive guards; Hill and Badenoch, two bulky tackles; and Parry and Catlin, ends that spring like tigers at onrushing opponents. Walter Eckersall is at quarter back, little "Eckie" who at punting, drop-kicking and dodging is conceded a master artist. Behind him crouches Hugo Bezdek, a wedge that has cleaved the Michigan defense time and again. At either side of Bezdek stand Hitchcock and DeTray, one an underrated substitute who is playing his first championship game and playing it beyond all expectations; the other, a convalescent who has left a couch of pain to battle for the maroon. This is the football machine of Alonzo Stagg, the "grand old man" of western athletics who, with black slouch hat pulled far down over his eyes and with one knee resting on the snow-mantled ground, watches each human cog in that splendid mechanism.

Michigan's eleven is no less formidable. Fielding H. Yost, the wizard of western football who chews an unlighted cigar as he nervously paces the side lines, has reason to be proud of his charges and five consecutive championships on which to base his roseate predictions of victory. From a wealth of material, he has selected a team of stalwarts. He has a line that critics claim is invulnerable. Center Schultz, Guards Schulte and Graham, Tackles Reinschild and Patrick and Ends Garrels and Harry Hammond loom up like giants. Captain Norcross, at quarter back, is considered a little Napoleon, a field general of resourcefulness and daring. Tom Hammond and Magoffin have the speed and drive that entitle them to rank above the average half backs. Longman is a powerful full back that has pierced the stonewall defense of Michigan's other foemen like paper.

But Michigan is fighting an uphill battle. These giants from the north were handicapped when they lined up for the first kickoff. They were over-confident and over-confidence often is more deadly than the attack of the opposition. They had routed Chicago for five years past. They expected history to repeat. Within five minutes after the game started, they knew they were facing a determined team that would fight for every inch

of ground, a team underestimated and hungry for revenge.

All during the first half the fortunes of the two teams have flowed back and forth without either gaining a decided advantage. They have played one another to a standstill. The players' cleated shoes have worn the turf in the center of the field to soft black dirt, but the greensward in front of the goals is as pristine as a lawn in springtime. Again and again Chicago has rushed Michigan down the field, only to be held and forced to punt. Michigan has had several chances to pierce the maroon defense but the Chicago line has yielded but little ground.

One discordant note, interpolated into the symphony of strength, has weakened Michigan further. Joe Curtis, her giant tackle, is on the side lines, a non-combatant in disgrace. Early in the game he was disqualified for rough playing and was led weeping and fighting from the field. The offense for which he was punished might have crippled Chicago beyond all measure. He had charged down upon Eckersall, after the maroon quarter back had gotten away a punt, and striking him with shoulder and knee, had hurled him a dozen feet away to the ground. For several minutes it seemed that his victim might not be able to regain consciousness. Finally "Eckie" staggered to his feet, tottered, dazed, to his place and the hopes of Chicago rooters were again in the ascendency. Michigan, not Chicago, had suffered. The maize and blue had lost the services of its most aggressive lineman and a substitute, Patrick, is filling the breach in the forward wall.

When the first half ended, Michigan's warriors were surprised and desperate. Stagg's proteges have done what few expected they could do. For thirty-five gruelling, heart-breaking, strength-wasting minutes they have played the mighty Michigan giants to a standstill and demonstrated that they have at least an equal chance to win.

At the opening of the second half, another handicap has been added to make Michigan's uphill battle the harder. Yost has already started to call upon his reserves. Clark, a substitute, has replaced Stuart, a regular, at left half back. And upon Clark falls the blame of Michigan's defeat. So the fates have decreed.

After the intermission, the maroon warriors seem to play like men inspired. They are fighting with the zeal of medieval crusaders. Leo DeTray, who in civilian's clothes, watched the battle from the side lines during the first half, sees Walker, the maroon left half back, groggy and exhausted. The game

calls DeTray and the call is irresistible. He rushes to the dressing room, dons his maroon jersey and stockings, moleskin trousers and cleated shoes and returns to the arena to beg Stagg to send him in. If Stagg grants that plea, DeTray may lose his eyesight. That is the price he may pay for his college loyalty. For two weeks he has lain in a dark room with a bandage over an eye injured in scrimmage practice. Attending surgeons have told him that to heed this call will result in partial blindness. But DeTray, Leo, the lion-hearted, is ready to give an eye for a victory over Michigan. Stagg protests but finally gives in. With the cheers of the stands singing in his ears, DeTray rushes across the field and takes his place beside Bezdek.

The maroons go into the attack with new vigor. Using Bezdek and DeTray as pile drivers, they hammer out down after down and carry the ball past the center line and well into Michigan's territory. Now the maize and blue braces and Eckersall is forced to kick. Gracefully the oval spirals through the air into the arms of the waiting Garrels who is downed on his own 25-yard line. The teams line up. Garrels drops back to punt, but his toe never touches the pigskin. Instead, he tucks it affectionately in his arms and sweeps around the left end, shaking off Parry and dodging two maroon warriors who grab for legs and fall to the ground, their arms empty. The tall Michigan end shoots across mark after mark and edges towards the side lines to get past Eckersall, who alone stands between Chicago and defeat. "Eckie" gathers for his spring. Diving low he clutches the runner firmly but the impact tears him loose. He grabs again at the staggering end. Garrels stumbles and falls, with



"THE GAME CALLS DE TRAY AND THE CALL IS IRRESISTIBLE."

Eckersall hanging onto a foot. Another chance for a Michigan victory is gone.

Longman fumbles and it is Chicago's ball at the center of the field. Once more Bezdek and DeTray are called upon to pierce the wavering line of maize and blue. With the maroon warriors forty-five yards from Michigan's goal, the fighting men of Yost rally.

"Hold 'em! Hold 'em!" is the despairing cry of the west stands. The appeal is answered. Chicago cannot gain and Eckersall must punt once more. He lifts the ball high and far. It soars for fifty feet before it drops into the outstretched arms of Clark who is standing behind his own goal posts. Tearing down upon the Michigan half back and close upon him are two maroons. What is passing through Clark's mind now will never be known but he makes a desperate effort, and tactical mistake, to carry it to the field. Dodging aside, he slips through Badenoch's grasp and falls over the goal line but Chicago's

fleet captain, Catlin, playing the last game of his football career, with a broken rib, tears into him and hurls both man and ball across the fatal chalk mark.

It is a safety touchdown for Chicago. As the number "2" is being painted on the score board, Clark, the man who has brought defeat upon his team, disappears under his maize and blue blanket with no one to comfort him or lighten his heavy heart.

And now we come to the hero of this story. He is an idol of the past. There was a time when his good right toe was called precious. That was seven years ago when the name of Eckersall was respected by his most arrogant foemen and the fame of Eckersall inspired school boys from the Atlantic to the Pacific to emulate his spectacular feats upon the gridiron. Weighing only 145 pounds and but 5 feet and 5 inches in height, he was looked upon with tiger-like reverence by the 200-pound giants that he brought to the ground with a thud or brushed aside in his squirming migrations to distant goal posts. But who has not heard of Eckie! Let us pick up the thread of our interrupted narrative.

It is near the close of the second half. Michigan has less than ten minutes to overcome the handicap resulting from Clark's blunder and rush from behind to victory. A two-point advantage is not much in the average football game, but in such an evenly contested struggle as this it seems colossal. But the men of Yost are not yellow. They have been taught to fight until the final whistle blows.

Clark has been in disgrace but three minutes when Michigan has the ball at the center of the field. Garrels again skirts the left end and, dodging the Chicago linemen, bears down upon Eckersall, the lone guardian of the maroon goal. Again "Eckie" brings the tall end to the ground. Again the warriors of Stagg stop the fierce attack of Longman and Tom Hammond and Garrels must punt.

Eckersall catches the ball on his fifteen yard line and is downed in his tracks. On the next play, Chicago is penalized ten yards for holding and Michigan is within five yards of the maroon goal. If the maize and blue gladiators can get possession of the ball and gain those five yards, it means as many precious points for them. It means more than five points, it means victory and the championship of the west.

Eckersall must kick the ball out of the danger zone. There is no other alternative. Eckersall must kick, but that is easier said

than done. He stands directly behind his own goal posts. There is a chance that the ball, in its flight, may strike the cross bar and rebound back over the line where a Michigan man may fall on it for a touchdown. Again the maize and blue linemen may break through the exhausted maroon forwards and block the punt. But Eckersall must kick. It is the logical thing to do under such untoward circumstances.

The diminutive quarter rubs his hands on his trousers, motions DeTray and Hitchcock further to one side in order that they may be in a better position to check the rush of maniacal opponents and drops back in the shadow of the goal posts for the kick on which victory or defeat depends. The giants from the north swing their arms to gain momentum for the desperate charge. The maroon linemen lock their legs, grit their teeth and brace themselves for the furious impact of bone and muscle. The rooters are hushed. They are waiting to hear the thud of "Eckie's" toe on the pigskin.

Eckersall opens his clenched hands. The maize and blue warriors charge like madmen. Gale's pass is as true as an arrow shot from a Tell's bow. "Eckie" clutches the ball to his breast, swings to the left and dashes far to one side. Garrels makes one frantic grab and falls to the ground. Eckie passes the first white mark. He shakes off Patrick and Magoffin in five more yards of sinuous progress. He dodges Longman at the twenty yard mark and then is crowded out of bounds by the desperate Norcross.

By his resourcefulness and daring, Eckersall has saved the day for Chicago. Michigan's short reign of terror is over. The ball is without the danger zone.

There is little more to tell. That one play, so unexpected, so at variance with all the maneuvers of the gridiron, broke the fighting spirit of Michigan. In five more minutes, the final whistle blew and Chicago was champion of the west.

Since the days of David, the world has sympathized with the under dog and paid homage to the tenacious fighter who conquers in spite of overwhelming odds. Doubtlessly that is the reason why "Eckie," the pigmy among the giants, became an idol that memorable Thanksgiving Day of eight years ago when he won for Chicago the championship of the west by his gameness, resourcefulness and daring. Knocked senseless early in the titular struggle, he refused to quit until the final whistle blew and perched upon the

shoulders of rejoicing undergraduates and alumni, he watched the weary men of Yost stumble across the field, humbled and heavy-hearted.

Time and again he was called upon to stave off defeat single-handed. He never failed. He always brought his man down, kicked or ran the ball out of danger. His tackling was deadly, sensational. When he missed legs, he grabbed feet and hung on like a cornered wild cat. The target of Michigan's crushing attack, he withstood the rushes of heavy-weights like a Spartan and by his speed and cunning, made their poundage seem a handicap rather than an asset. The most feared and most closely watched of any man on the Chicago team, he turned Michigan's vigilance into desperation by his wonderful generalship, artful dodging and uncanny fleetness.

Although unmarked by lines of lime and without gaily festooned goal posts, the field of modern business is a gridiron where victories are won or defeats suffered daily, where a man's nerve and resourcefulness are put to a greater test than those of the moleskin-clad player in his spectacular battles for collegiate glory. The pigskin of Success changes hands a hundred times an hour. The games are featured by driving attacks, deadly tackles and costly fumbles.

It is the lot of almost every business man to fight in the shadows of his own goal posts at least once during his career. Fortunate indeed are those men who are not called up-

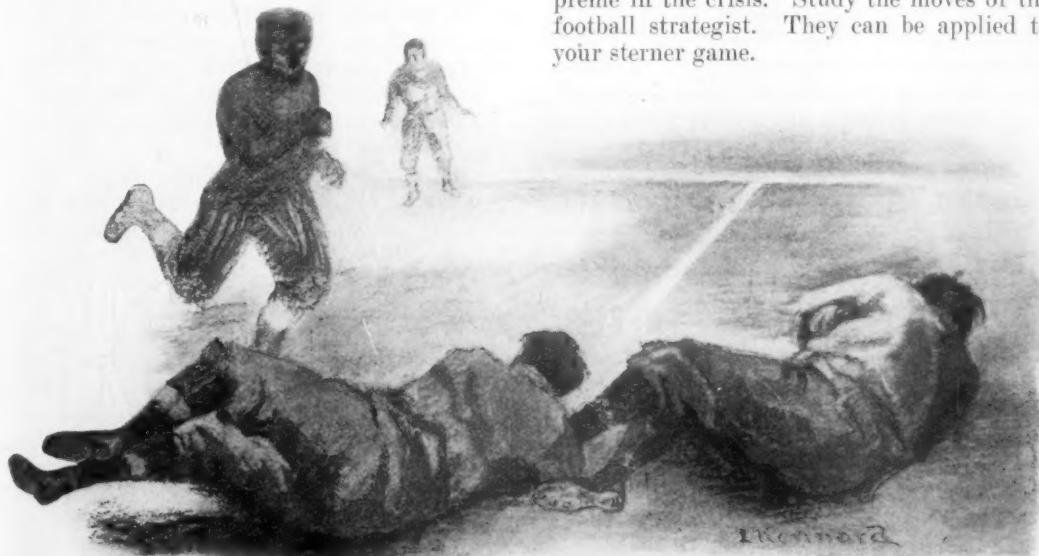
on to brace themselves for the heart-breaking assaults of relentless competitors. And the smash of the competitor is always the hardest when the defense of his opponent is most weak and wavering.

The man who can rally all his resources in the crisis, who can "hold 'em" when impatient creditors demand immediate payment and his friends in the bleachers have lost faith in his waning prowess is most admired above all other men, men who seem to have a clear field and apparently reel off touchdown after touchdown with minimum effort. They are the Eckersalls of the business gridiron.

In every game, be it played on the green-sward or in the skyscraper, there comes a time when fickle Fortune must be rockoned with. Hugo Münsterburg terms that time the psychological moment, sportsmen term it "the break." It came in the Michigan-Chicago game of 1905 when Eckersall was called upon to punt the ball from behind his own goal posts. It will come in your game of business. You can't escape it.

What are you going to do in the crisis? Will you stake your all on one kick that may be blocked or rebound into the territory of defeat? Or will you do what "Eckie" did, circle the end of a fooled opponent and break the spirit of your competitor by a maneuver so unexpected, so audacious that he thinks you would not dare attempt it?

Be prepared for the psychological moment, the break in your game. If you do, you will not falter when it comes. You will be supreme in the crisis. Study the moves of the football strategist. They can be applied to your sterner game.



"ECKERSALL ALWAYS BROUGHT HIS MAN DOWN."

OFFICERS AND DIRECTORS
OF THE
INTERNATIONAL ASSOCIATION
MEN WHO DO THINGS

F. L. MULHOLLAND.
Director

W. A. PEACE.
Vice-President

HERBERT J. HAYES.
Director

FRANK L. MULHOLLAND. Born in Disco, Michigan, 1875. Took the literary course at Albion College. Graduated from the law department of the University of Michigan (1899). Since then has practiced law in the city of Toledo, Ohio (firm, Mulholland and Hartmann). Is married and has three children, two girls and one boy. President of the Toledo Chamber of Commerce, Vice-President of the Rotary Club of Toledo and a Director and member of the Executive Committee of the International Association of Rotary Clubs.

W. A. PEACE. Born at St. John's, Newfoundland, January 18th, 1879. Moved to Toronto at early age with parents; educated at Toronto. Entered the Dominion Bank of Canada and remained there for sixteen years, six years of which he was Manager, and during which time was married to Miss Eva McVean of Dresden, Ontario. Left the bank to take charge of the Toronto Branch of the Imperial Life Assurance Company of Canada; made President of The Rotary Club of Toronto in 1912, and in 1913 Vice-president of the International Association of Rotary Clubs for the Eastern Division of Canada.

HERBERT J. HAYES. Won't tell anything about himself. Is Secretary of the Texas Title Guaranty Company of San Antonio. Is serving his second year as President of the Rotary Club of San Antonio and is a Director and a member of the Executive Committee of the International Association of Rotary Clubs.

A TRIO OF BIG MEN
IN
ROTARY



MULHOLLAND
GREINER
AND
MEAD

The Physical Basis, Sources and Foundation of Rotarianism

By C. Hale Kimble

Prophylaxis, Spokane, Wash.

(This is a plea for Rotarians and other men to consider their health. Mr. Kimble's words should be read and heeded by the growing legion of business men who claim that they have no time for exercise but wonder why a competitor, who spends his Saturday afternoon on the golf links instead of at his desk, has more money and less grouch. If this article had a moral, it might well be, "There is no economy in working overtime when the doctor gets the money.")

THE average Rotarian has two codes of ethics—one, as purified and as perfect as he can make it, that pervades all his business relationships, the other usually very faulty, that influences his care of the body. He is governed by two sets of principles, one upon which he has builded his career, the other, frequently at variance with its fellow, that he always applies in personal physical conduct. He has two philosophies, one that he lives close to in his business life, another which regulates his attitude toward the body. The first set, being logical, secure responses that constantly increase his responsibilities; creating new and elaborate demands on his economy. The latter, surrounding his personal welfare, make for physical inferiority, increase the outflow of vital force and provide no means for its replenishment.

Our present day civilization has largely limited and changed the Rotarian's range of physical activity; has made his interests subjective, or intellectual rather than objective, active or motor. His neural paths are almost invariably over-trodden, his body, under or improperly used, producing states absolutely unbalanced and positively incompatible with even Nature's primary standards of health for him. Nature demands that he maintain a physiological balance or suffer the embarrassment and distress of having the fullest use of mind and body denied him.

He has to be growing physically all the time; fitting himself to think of broader things, increasing the scope of his mental horizon, expressing himself in bigger, more effective, more impressive terms; doing more and better work and living an optimism that can alone spring from a high degree of inward harmony. He must equip himself to



carry heavier burdens of responsibility, to practically utilize every efficiency factor of his physical personality, to make of himself the progenitor of a higher type of young manhood and womanhood, to prolong his life in order that all its forces for good may be projected beyond into the future, and live in a real way after his "passing."

In final analysis a Rotarian must be basically, physically right in order to be a producer of a high order. Modern business exactions do not favor high physical efficiency, their influences are practically in the other direction. It substitutes false for proper physical considerations, it aggrandizes the things that lead to physical decadency and distorts the objectives; it leads men to dangerous extremes and burns out prematurely their life forces. They must have some constructive or modifying influence running parallel with these other things to prevent physical retrogression. I hope later to treat these in detail.

On all sides we hear men enthusiastically speak of building into the future, investing ahead, putting energy and money into the development of different departments of their business, of the regular sums they spend for life insurance, etc., but not often of anything especially spent on the human element behind all this. Rarely a word about regular, systematic investments in health and efficiency culture. It is well to have the protection of a good insurance policy, but at the same time something should be put into health assurance. The preservation of self, the addition of years to life, is a better policy than one which can alone mean ease and comfort to the home group after the demise.

Study the history of the development of the human ego—especially based on the Dar-

winian theory of evolution. See the body in its simplest terms as a primeval spore—an infinitesimal protoplasmic mass, moving on the face of the newly formed cosmos. Picture the different stages through which it has passed. Trace the physical element in its progress. Learn how the vital organs were developed in order to serve the constantly elaborating demands of the musculature. Familiarize yourself with the reasons for the survival of the fittest, their purely physical bases. Is it reasonable to suppose that a human body that has been perfected through thousands of generations of physical strife, competition, hardship and deprivation can find in the setting that our civilization of today has provided for it in the business world, the things it needs for its higher welfare?

The constructive primitive impulses still move. If we permit them to animate us they lead us into various healthful fields of activity that tend to preserve our physical altitudes. They are, however, usually swallowed up, stifled, held down because, as a rule, their expression means loss of valuable time from direct business pursuits, the most destructive force operative in men's lives today.

Impotency, sterility, evidences of nerve tension, sexual exhaustion, premature old age and senility, are spoken of as being due to the ravages of time, the tremendous pressure of the day, the sense of responsibility, the exactitudes of business, its demands on the brain and finer body structures and to incessant effort. This is fundamentally wrong; they are really the product of a poorly regulated life, an ignorant or deliberate lack of system, a want of appreciation of the processes through which physical efficiency may be established and maintained.

There are no extenuating circumstances. Sympathy, while laudable in itself, is out of place. The conditions are not necessary except as a result of contracted disease or accidental injury.

Health maintenance is as perfectly accessible to the pauper as to the Croesus. It is true that the money laden may imagine their systems demand more elaborate, more expensive measures than their poorer fellows, but in reality the struggling one can get exactly the same results from his humbler privilege.

Physiological processes are not cognizant of methods or means; they know no such thing as luxury or class. The influences that

come to them and make them operative are the same whether they spring from a game of polo, played on the rarest steed in the most costly regalia, or the simple running exertions of a factory hand in his greasiest, dirtiest apparel. It presents another striking instance of the perversion of natural ideals by environment. Because one cannot afford to take his recreation as another, he omits the recreation rather than secure the same reaction by a less ostentatious procedure.

There are no exceptions physiologically. As an inanimate mechanism built of iron, steel or bronze lasts according to the quality of its elements, so the structures of the body take longer in some instances than others to yield to the wear and tear of business and life. Break down and physical mediocrity are inevitable under unwise management. Function determines structure; and structure will serve and survive in direct ratio to its degree of tonus.

Nature has given us a certain nerve content, a principle of energy if you please, which yields daily dividends in proportion to our regular investment in nerve augmenting and vitality producing work. If we are influenced to spend more than the allotted interest of the day our principle of energy is immediately reduced and the working force of the morrow directly embarrassed.

We should open our lives generously to the visible impulses and be sensitive to every evidence of fatigue or other of Nature's "block" signals. We should learn to draw all the constructive forces of our environment to ourselves because even under the most favorable conditions, the body is constantly exposed to a multitude of factors of degeneracy—internal and external things that rob of efficiency, that shorten life, kill ambition, and break the power of concentration; little sordid, insidious processes that hold down to small tasks, personalities in which the Creator has planted the germ of large achievement. In support of this, let me select at random one instance. Take constipation; probably the most common of them all; at the same time the most ravaging in its effect and subtle in its approach.

We do not realize how formidable it is until we study the array of ultimates that come to the body through its weakening action on the resistance: Diabetes, tuberculosis of the bowels, lumbago, goitre—the enlargement of the thyroid gland—and its antithesis myxedema, degeneration of the adrenals, Addison's disease, chronic rheuma-

tism and gout; eczema, acne, psoriasis and other skin affections; vertigo, fecal fever, flatulency and high blood pressure, liver and spleen enlargement, infantile convulsions, catarrhal colitis, the agonizing abdominal pains of splanchnic angina and obesity; disorders of the heart and blood vessels, kidney, liver and gall bladder disease, insomnia and headache.

I reserve for another time the story of how these morbid conditions affect the thought products and the vehicles of expression; how they reduce the winning power of the personality and jeopardize the earning capacity, originality, creative genius and leadership qualities.

We are familiar with certain diseases of the body. Psychological clinics have established the presence of diseases of the personality that have their sources in body neglect, leaving men, after a life time of successful effort, unable to enjoy the period of fruition, their faculties and appreciations permanent-

ly dulled—old, rheumatic, grouty, diabetic.

The Rotarian's life should be well ordered. He should develop a high altitude of physical efficiency and maintain it. He should live constantly in touch with the great constructive, creative forces of nature. He should give them every encouragement to operate through his body and mind. With this inexhaustible resource of power behind him and in harmony with him, the ordinary possibilities of his character may be wonderfully strengthened.

In this way only can the Rotarian enjoy long life, productivity and the great satisfaction that is always associated with the contemplation of an economy that has no weak points, that can meet the most exacting demands, stand the most grueling hardship and maintain its efficiency through any period of trial. These things make for stability, self-confidence, aggressiveness and a sense of security, and are, in reality, the forces that move behind every successful effort.

ROTARIANISM IN NATURE.

(Author Unknown.)

“Help one another,” the snow-flakes said,
As they huddled down in their fleecy bed;
“One of us here would not be felt,
One of us here would quickly melt;
But I'll help you and you help me,
And, then, what a big white drift we'll be.”

“Help one another,” the maple spray,
Said to its fellow leaves one day;
“The sun would wither me here alone,
Long enough ere the day is gone;
But, I'll help you and you help me,
And, then, what a splendid shade there'll be.”

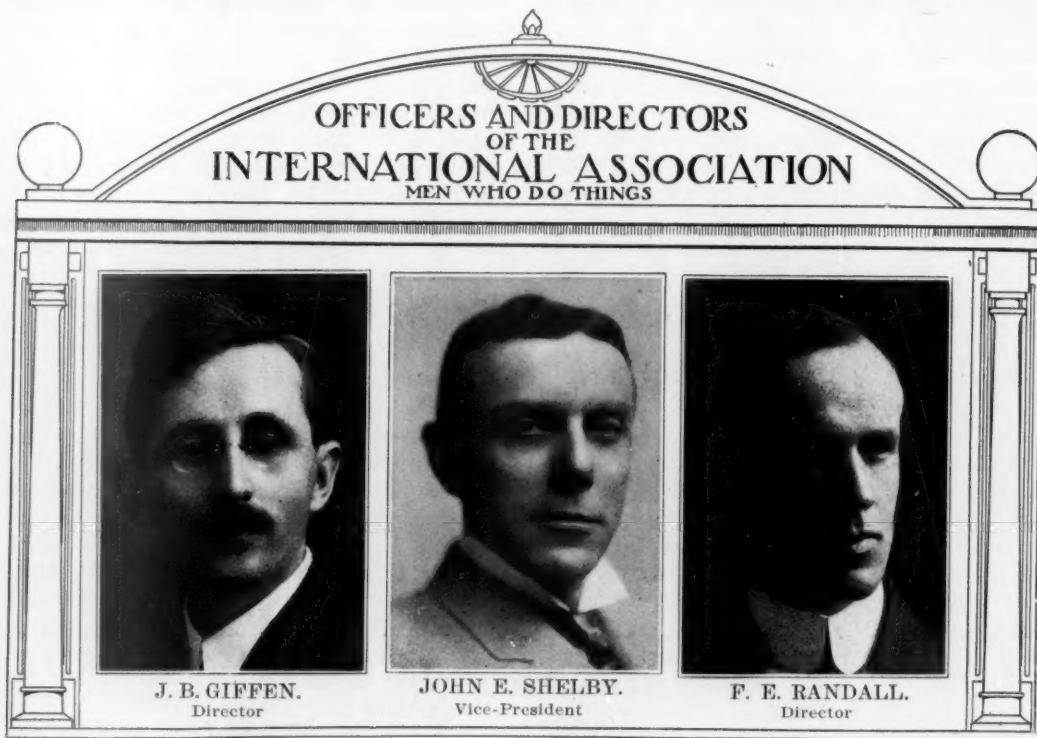
“Help one another,” the dew-drop cried,
Seeing another drop close to its side;
“The warm sea breeze would dry me away,
And I should be gone ere noon to-day;
But, I'll help you and you help me,
And we'll make a brook run to the sea.”

“Help one another,” a grain of sand,
Said to another grain just at hand;
“The wind may carry me across the sea,
And, then, what would become of me?
But, come, my brother, give me your hand,
We'll build a mountain and there we'll stand.”

And so the snow-flakes grew to drifts,
The grains of sand to mountains,
The leaves became a pleasant shade,
And the dew-drops fed the fountains.

Passed on to the Chicago Rotary Club by Rotarian C. E. Howe on Oct. 14, 1913.





J. B. GIFFEN, District Manager of the Mercantile Agency, R. G. Dun & Co. (Vancouver, B. C.), Vice President of the Rotary Club of Vancouver and Director of the International Association of Rotary Clubs.

JOHN E. SHELBY, Vice-President of the International Association of Rotary Clubs for the Southern Division of the United States, President of the Cable-Shelby-Burton Piano Company of Birmingham, Ala., President of the Birmingham Board of Trade, Vice-President of the Birmingham Rotary Club, Director Birmingham Ad Club, Financial Secretary of the Birmingham Motor & Country Club, Past Exalted Ruler of the Birmingham Lodge, B. P. O. E., Ex-President of the Alabama State Elks Association, "And a sort of 'Goat' in many other organizations where there is work to be done and which are too numerous to mention."

FRANK E. RANDALL. Born and brought up in Minnesota. Academic course at Hamline University. Admitted to the bar from University of Minnesota law school. Practicing law in Duluth. One of the organizers of the Rotary Club of Duluth. First served as its Treasurer and now serving as its President. Director of the International Association of Rotary Clubs.

R. H. CORNELL
OF
HOUSTON



H. R. BASFORD
OF
SAN FRANCISCO

A COUPLE OF HEAVYWEIGHTS IN ROTARY.

Safety First—Safety Always

By George H. Whittle

Member of The Chicago Rotary Club and President of the Public Safety Commission of Chicago and Cook County

(The International Association of Rotary Clubs has been seeking for some worthy cause to support, some non-political, non-sectarian, non-sectional movement in which Rotarians of every city, state and nation might unite. Has it not been found in the "Safety First" movement? At any rate the Rotary Club of Chicago has given its hearty support to and prominently identified itself with this movement. One of the most active Chicago Rotarians, George H. Whittle, assistant general agent of the American Express Company, is the president of the Public Safety Commission of Chicago and Cook County. The Rotary Club is also furnishing speakers from its membership to go into the public schools and urge upon the children to "Stop, Look, Listen." The little Red Cross Button "Safety First—Safety Always" can be seen on the coat lapel of many Chicago Rotarians as they go about their daily business. Other Rotary Clubs have already written to Mr. Whittle and Secretary Packer for information regarding the work and for copies of the constitution and by-laws of the Chicago Commission.—C. R. P.)

THE SAFETY FIRST movement in Chicago has for some time occupied a large place in the public mind. Our city officials have not been unmindful of the necessity for remedial legislation, and various regulatory ordinances have been passed from time to time, the enforcement of which will naturally have a tendency to minimize the number of deaths and personal injuries resulting from industrial, automobile and other accidents. There still remains, however, a necessity for revising and modifying existing laws and the enactment of new legislation to meet the present requirements. It is not alone in legislation that a remedy must be sought for the protection of the public. Public sentiment must be behind any movement of this character to secure desired results. The appalling death rate in our city due to avoidable accidents has aroused public opinion to fever heat. The Chicago Association of Commerce, the City club and kindred organizations have, through their properly constituted committees, been dealing with the situation. The newspapers of Chicago have carried on a vigorous crusade in the arousing of public sentiment against accidents resulting from street traffic, particularly, and great credit is due them for the results now being secured. It remained for Peter M. Hoffman, coroner of Cook



county, to combine the various elements interested in the Safety First movement into an organized body whose object will be to inaugurate a campaign sufficiently comprehensive to fully cope with the problem, and it is not believed that there are any who will gainsay the statement that he has as a result of his judicious selection, proven the wisdom of the proverb, that "in the multitude of counsellors there is safety."

The Public Safety Commission as now formed, includes in its membership Hon. Carter H. Harrison, Mayor of the City of Chicago, the chief of the

fire department, chief of police and other city officials; also a number of county officials, ministers of Protestant and Catholic churches, safety experts, and officials of the various railroad companies and industries, street railway officials, engineers and safety experts, the publishers of foreign language papers, judges, attorneys, physicians, business men and others, all of whom are interested with Coroner Hoffman in the advancement of the "Safety First Movement." The object of the Commission is best stated in its constitution, as follows:

"The object of this organization shall be to safeguard and protect persons and the public from the dangers of automobiles, railroads, street railways and all forms of trans-

portation and traffic on the public highways in Chicago and Cook county. To minimize the injuring or killing of persons on the public highways therein, and in stores, factories,

workshops and all other departments of industrial or mercantile employment or activity. To investigate and classify the causes of violent death and of injury. To ascertain, advocate and secure possible remedies and preventives of the same. To enlighten and educate the public through schools, churches, literature and by publicity upon all matters and things pertinent to the foregoing subjects, and to compile and preserve statistics regarding the same. To assist in the enactment and enforcement of regulations, ordinances and laws necessary or requisite to carry out the foregoing purposes."

We invite the co-operation of all responsible individuals, firms, organizations, English and foreign language newspapers and magazines, churches, clubs, civic organizations, fraternal societies and other similar bodies; in fact, we shall not discourage any agency that volunteers to assist us in this worthy cause. The character of our membership should be a sufficient guarantee that our purposes are unselfish, and that there is nothing partisan or political in the movement. We have aimed to unite all parties, creeds and interests in a common endeavor to conserve human life and to make Chicago and Cook county a safe place in which to live and rear our children.

Mrs. Ella Flagg Young, the Superintendent of Schools, evidenced her deep interest in this movement by designating Friday, October 10th, as safety day in public schools. Sunday, October 26th, was set apart as safety day in all the churches of the country. We have inaugurated an educational campaign sufficiently comprehensive to instill into the minds of all of our people the necessity for caution and the desirability of reducing all kinds of accidents to the minimum. We do not intend to be revolutionary, but to work along safe, conservative, and sane lines. Our purpose will be rather to suggest and warn



CHICAGO'S BUSY CENTER WHERE ROTARIAN WHITTLE SAW DANGER TO THOUSANDS DAILY.

than to threaten and cajole, and we trust that we will have the united endorsement of our entire people. We earnestly solicit moral and financial support.

Those who

are not in direct touch with a movement of this kind can perhaps be brought to realize the importance of such an effort by considering the startling facts set forth herein:

There are more people killed and injured in the United States every year than were killed and wounded in any war during the past five hundred years. Medical statistics prove beyond a doubt that more people die of tuberculosis than any other cause and that *accidental deaths rank second*, and when we come to consider that reliable statistics prove that 80 per cent of all accidents are preventable, and are directly chargeable to carelessness and recklessness, is it not high time that we awaken to a sense of our duty? There are more people continually idle in the United States by reason of disability through accidents than from any other cause. I am told that one fire insurance policy out of every *fifty* produces a claim—that one accident insurance policy out of every *eight* produces a claim. In the United States in 1906 the automobile accidents contributed 2 per cent to the total number of accidents. In 1912, automobile accidents contributed 21 per cent to the total number—an increase of over 2,000 per cent. It has been ascertained that 50 per cent of all deaths from automobile accidents are due to the carelessness of pedestrians. The increase in accidental deaths in Chicago during the past year has been enormous. Take one case alone as an example: In 1905 there were five deaths from automobile accidents and in 1913 there have been 107 deaths in the first eight months—an increase of from one death to 1,290 automobiles to one death to 188 automobiles in eight years—surely a record that calls for drastic action. The deaths from traffic causes in 1912 in the Metropolitan Police district of London, which has a diameter of 30 miles and a population of 7,500,000, amounted to only 537 against an average in Chicago for

eight years of 697, with a population of one-third of that of London. The automobiles in Chicago in eight months of this year have killed one-fifth as many people as were killed in the city of London from all traffic causes combined in one year. The record from automobile deaths in Chicago compared with New York is not quite so bad with the comparisons of London. In New York during July and August of this year 28 people were killed, while Chicago killed 58—over twice as many. New York had 147 injured while Chicago injured 177, and Chicago has but one-half the population of New York City.

The increase in automobile traffic in Chicago has increased seven times since 1907, while the death rate from accidents by automobiles has increased from five in 1905 to 107 for nine months in 1913—over 20 times, with several months to hear from. This increase is vastly disproportionate to the increase in automobiles. Is it any wonder that there is a demand for a change from such conditions? It is plain to see why the Public Safety Commission of Chicago and Cook county has become a real live, active force in the community.

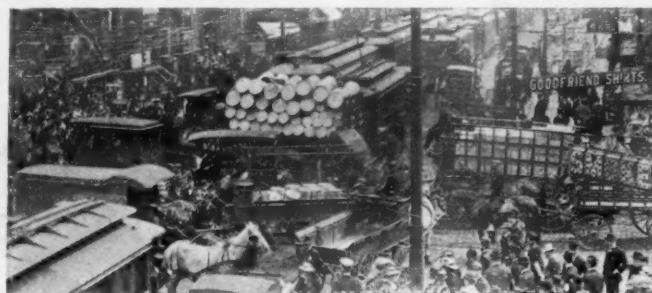
Chicago is not alone in its record of appalling accidents and deaths from avoidable causes. From all over the country the cry is going up for relief. In the city of Los Angeles during the year 1912, 49 people were killed from automobile accidents and 1,372 people injured. In Boston 22 people were killed and 483 injured. In New York 221 were killed and 2,363 injured. Automobile deaths are particularly referred to because the statistics are available and because the increase in deaths and accidents from these causes are increasing so rapidly that ways and means must be furnished to correct the evil.

It will be readily seen that there is a great work to be performed by the Public Safety Commission of Chicago and Cook county. The commission is not unmindful of the great task before it; it does not propose to be revolutionary. Its plans will be broad and

comprehensive. We recognize that avoidable accidents, fatal or otherwise, are generally caused by recklessness, lawlessness or carelessness. We will study causes and endeavor to provide remedies, by laws, education and the arousal of public sentiment. We will co-operate with all organizations now working along some line of similar effort as to Safety First departments of street railways, railroad companies and industrial enterprises. We will attempt to concentrate all lines of effort in the safety movement in Chicago into one channel for the protection of the people of our city.

One of the first efforts of the commission will be to secure a new general traffic ordinance—one that can well stand as a model for years to come for any city. We shall co-operate with the city officials in this work and try to secure an ordinance that will be clear-cut and efficient. We shall work for better state laws and better city ordinances covering all lines of danger to public safety by providing drastic penalties for violation, and we will back these laws and ordinances with a public sentiment that will compel their enforcement. Certain enforced penalties for lawlessness and recklessness will minimize the accidents resulting therefrom. As to carelessness, it must be a matter of education. We can go into the schools, into the homes, into the factories, into the street—we can teach and advise and warn until we secure a public sentiment that has a care for danger; a public sentiment that will instill into the individual a respect for the rights of others. This was the dream of Coroner Hoffman in the organization of our Public Safety commission. It has been said that this is a dream of an idealist, but I want to tell you that Chicago is the place where dreams come true. We have a new proverb out there—"where we will there's a way," and we have willed that Chicago is going to be a better, safer and happier place to live.

It is gratifying to know that the efforts of Chicago are being approved everywhere; public officials, civic organizations and individuals all over



CONGESTED TRAFFIC CONDITIONS IN CHICAGO INSPIRE SAFETY FIRST MOVEMENT.

our land are pouring in congratulations for having inaugurated such a movement. We are satisfied that we are the pioneers in the movement that will be national in its scope. Such a movement has been predicted by those familiar with the situation. The late police chief of Omaha, Neb., Mr. Donahue, in a report to the commission of



PUBLIC SAFETY COMMISSION OF CHICAGO AND COOK COUNTY.

Standing, from left to right—A. H. Young, Chief of Police McWeeny, H. L. Brownell, State Senator S. A. Ettelson, George A. Scott, H. B. Fleming, L. O. Stanton, Alderman W. J. Healy, Father J. T. Green, Peter Reinberg, Captain C. C. Healy, Allen S. Ray, Sitting, from left to right—Thomas F. Murphy, Howard Elting, Dr. H. N. Moyer, Coroner Hoffinan, Rotarian, George H. Whittle, President; Rev. William Burgess, Charles A. McCullough, Treasurer.

that city, presented statistics showing over 6,000 people injured in 12 large American cities in one year from automobiles alone, and stated: "The result is simply appalling. I am not prepared to say just what the curb will be, but there must be something adequate. Something should be done. I hope to see a national organization of some kind formed. There should be branches of this body in every state and city.

"The government has a national commission for the regulation of railroads, and every state considers it its duty to pass a number of regulatory railroad bills at every session of the legislature, but more people are being injured from automobiles than by railroads. Why not have the state legislatures give some of their time to this menace? There is a state veterinarian to look after sick horses and cows; a state oil inspector to see that a certain grade of oil is sold; a government inspector must pass on all meats killed at the packing houses; government experts are showing the people how to raise potatoes, milk cows and feed hogs, but nobody seems to care anything about this vast army of cripples which the reckless automobilist is leaving behind."

Coroner Hoffinan during the last eight years has held upward of 38,000 inquests. If you could imagine what 38,000 funerals meant to the families that have been bereaved, you would be appalled—it would make a procession of funerals from Chicago to Madison, Wis. Think of the destitution, the sorrow, the suffering and misery following in the wake of those 38,000 funerals, and then ask yourselves the question—if there is not a necessity for our Commission, and if Chicago Rotarians do not owe it to humanity to join in this effort to effectually stop this awful destruction of human life?

It is encouraging to know that after centuries of slumber the people are becoming awakened and imbued with the spirit of conservation. We are no longer satisfied with the mere conservation of our natural resources in the interests of the people and of posterity, as shown by the conservation implied in political economy, social economics and in such movements as the Child Welfare and School Hygiene exhibits held in different parts of the country, *but the whole world is aroused on the subject of conservation of human life and limb.*

Twenty-one safety exhibits and public welfare museums have already been established in foreign countries. Every prominent rail-

road and street railway company and industrial organization in the United States has already appointed or is preparing to appoint safety committees and inspectors, whose sole duty it is to safeguard human life.

It has been well said that the great forces of this world move in epochs, in rhythms and pulsations that have occurred and reoccurred down the ages. Rome on her seven hills reared her palaces for the Caesars, the power and splendor of which seemed impregnable and incapable of overthrow by all the forces of the world. What power was it destined to cause these fortresses of greed and egoism to crumble into dust and overthrow the materialism they symbolized?

Stronger than the foundations of Rome was the altruistic wave from the shores of Galilee, and this same power is pulsing in the hearts of humanity, rising in protest against cruelty, swelling to the dome of every temple of worship in Christendom, inspiring every individual with zeal and permeating the world as with an incense. Love is stronger than force and more enduring than power, and it is the spirit of love in Him who came to save mankind, that is now taking possession of the people.

Christ was the greatest conservationist of the ages. In the parable of the loaves and fishes the conservation idea is predominant; not only the conservation of his necessities, but of man himself. It has been said of him:

“Miracle of miracles is man! Most helpless of all God’s creatures in infancy; most powerful when fully developed, and interesting always. What unfathomed possibilities are wrapped within the swaddling clothes that enfold an infant! Who can measure a child’s influence for weal or woe? Before it can lisp a word it has brought to one woman

the sweet consciousness of motherhood, and it has given to one man the added strength that comes with a sense of responsibility. Before its tiny hands can lift a feather’s weight they have drawn two hearts closer together and its innocent prattle echoes through two lives. Every day that child in its growth touches and changes some one; not a year in all its history but that it leaves an impress upon the race. What incalculable space between a statue, however flawless the marble, however faultless the workmanship, and a *human being* ‘aflame with the passion of eternity.’”

It is to conserve *humanity* that we are organized; it is to stimulate interest in the welfare of others that we have penned this article; it is with the hope that we can burn into your minds the words—SAFETY FIRST—that we toil and struggle.

“Out of this nettle, Danger,
We pluck the flower, Safety.”

Permit me to say that it is labor of *this kind* that makes life worth the living, and I trust that we will all catch the spirit of conservation. I can find no words better fitted to express my concluding thought than the following utterance of an illustrious citizen:

“Easy day marks out our duty for us, and it is for us to devote ourselves to it, whatever it may be, with unfaltering courage. Whether we live to enjoy the fruits of our efforts or lay down the work before the victory is won, we know that *every* well-spoken word has its influence; that *no good deed* is ever lost. And we know, also, that no one can count his life on earth as spent in vain, if when he departs it can be said: The night is darker because his light has gone out; the world is not so warm because his heart has grown cold in death.”



EMBLEM ADOPTED BY THE RAILWAY RECORD.

Rotary Trade and Professional Sections

A Review of the Section Work of the Past Year

By Mack Olsen

At a meeting of the International Association of Rotary Clubs held at Duluth a year ago, the Des Moines club introduced the following resolution, which was unanimously adopted by the Association:

Whereas, The Rotary clubs of the various cities are composed of members of the various lines of business and

Whereas, The development of all business is dependent on the service rendered, and

Whereas, No firm or individual has a monopoly of ideas, and

Whereas, The International Association of Rotary Clubs is formed to increase efficiency in business, therefore be it

Resolved, That in the future at the convention of the International Association of Rotary Clubs one day be set apart for "Sectional" meetings, and be it further

Resolved, that the members of the various clubs interested in the same or allied lines of business, assemble in these "Sectional" meetings for the purpose of exchanging ideas; and be it further

Resolved, That at such session they shall elect officers; a chairman and secretary; to arrange an interchange of experiences among the members of the same section during the year and to secure as large an attendance as possible at the next International Convention from the representatives of their particular line in the Rotary clubs.

The Des Moines club agreed that they would be sponsors for this idea and would bear the expense of furthering it for the ensuing year. On these facts being reported to the Des Moines club they unanimously adopted the report, and appointed Mack Olsen, B. F. Williams, and O. R. MacDonald as a committee to carry out the agreement. It was found that there had been appointed during the previous year about 20 Sectional chairmen of which only four or five had taken any active interest in the proposition. After consulting with President Mead 100 chairmen were appointed for different sections by him.

The Des Moines club got out two general letters, after the various chairmen had obtained their appointments from President Mead. A few of those appointed answered promptly but a great many had to be followed up with considerable more correspondence until finally just before the convention sixty chairmen had accepted of which nearly all expected to be at Buffalo.

When we got to Buffalo I engaged a stenographer and got busy, and as a result of this work we had on the bulletin board Monday afternoon a complete list of 52 sections with their chairmen, place of

meeting, and members of their sections that were then present at the convention. This was obtained by working over the first 350 registration cards. Of the 52 sections ten of them had to be provided with quarters at the Hotel Statler and Chamber of Commerce as the Buffalo Club did not have these classifications. Most of the sections met on Tuesday at the hour provided in the program and had a series of very interesting and instructive meetings. Space and time forbids a detailed report of all these meetings. On Wednesday morning, the convention was turned over to the Chairman of the Sectional Meetings and reports were made by the various chairmen of the sections. Before the close of the convention forty sections reported with the name of their chairman and secretary that they had elected.

Many of the sections made complete and detailed reports in writing which were very enthusiastic in their terms. As one man in the Jewelers' Section reported, "that he had obtained enough good from his sectional meeting to more than twice over pay his expenses from Waco, Texas." There is no question in my mind but that the Sectional meetings are now an established part of Rotary and that they are of great benefit to the members.

Before the close of the convention the following resolution was unanimously adopted by the Convention:

Whereas, The organization of Trade Sections is another step in the advancement of Rotary for the further development of service as represented by Rotary principles, and

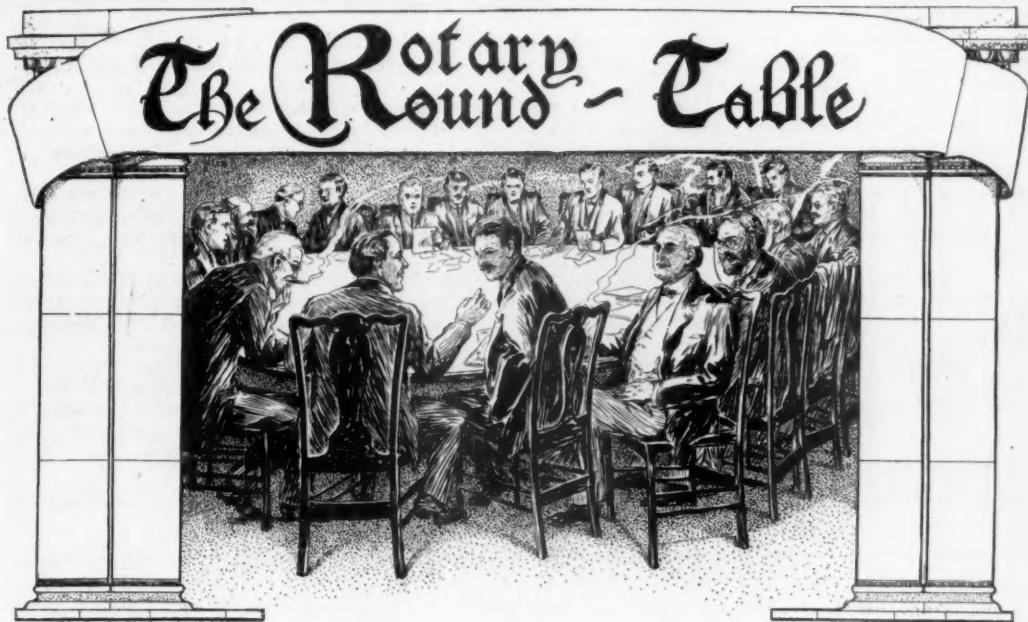
Whereas, Such sections should be aided to all success possible, now therefore be it

Resolved, That this convention give its hearty approval to the plans of these trade sections and that this International Association of Rotary Clubs offer its co-operation in making the work of the sections fruitful, and be it further

Resolved, That a vote of thanks is hereby extended to Mr. Mack Olsen and the Des Moines Rotary Club for making practical and general the Trade Section idea and for their work as well as their financial support in the organization of the Trade Sections.

The Sectional meetings have grown to be such a big thing, that it is now time for the entire proposition to be taken over by the Association proper. A plan is now being worked out for submission to the board of directors of the International Association and this will undoubtedly be done. Des Moines has again demonstrated that it is on the map and has made good.





This Month's Topic: The Choosing of Members.

The first question is: How shall they be selected? Shall applications be solicited or invitations extended?

The second question is: Shall election be by Membership Committee, by the board of directors or by the club itself?

The first contribution to the discussion is from Mr. A. L. Frazer, Chairman of the Membership Committee of the Oklahoma City Rotary Club, who has evidently devoted a great deal of thought to

THE FUNCTIONS OF A MEMBERSHIP COMMITTEE IN ROTARY.

The ideal Rotary club would be a club wherein no one member's business would conflict in the least with another member's business, but in this twentieth century complicated business complexity the ideal is unattainable in membership without almost an absolute sacrifice of the purpose of the club.

Of course the membership committee must be broad to a certain extent and the membership must be charitable to a certain extent in decision on conflicts, but the limit of this extent is the membership committee's greatest perplexity.

"Quality first and then quantity" has been the motto of the Oklahoma City membership committee during the past year in building up the club membership. By quality I mean a member of good character and reputation whose integrity is not questioned by his fellowmen and will not be by Rotarians; whose business does not materially conflict with any business already represented in the club; who will make a congenial and sociable associate in the great firm of Rotarianism; who will take his place at one of the spokes of the Rotary Wheel and do his share in making himself and his fellow Rotarians more efficient and successful, better citizens, and promulgate happiness and good fellowship and service to all mankind.

"Am I not my Brother's keeper?" The membership committee thinks you are to a certain extent in the Rotary club. The membership committee and each member of the club must protect each other against conflicts which might creep in by reason of the applicant being a "good fellow," because of blood relations or business association and a hundred other reasons.

The club relies upon the membership committee to investigate an applicant and the membership committee should investigate thoroughly and make its recommendation to the club in accordance with the principles of Rotary. If a membership committee cannot do this, or does not, they should resign as committee men, or their resignation should be requested by the board of directors.

Visit a club that has conflicts and you will see that the conflicting members are not as free and frank in discussion as would otherwise be the case, hence the membership committee, the board of directors, or the club itself is responsible for the membership, representing this conflict in lines, being below par value.

A multiplicity of conflicts makes a chamber of commerce of your club with clans, cliques, and

political scheming soon to destroy the efficiency of the club, not only as a local and world wide force, but to destroy it entirely—as a Rotary club.

The Rotary club is unique among the clubs of the world and similar organizations because of its membership qualifications and it will flourish or perish depending on the maintenance of the uniqueness in its membership.

I believe applications should be solicited, unless your club is of such a standard that membership means nothing and has no value. One of the purposes of the club is to do good and if you can do a fellowman some good without injury to self, or prejudicing the welfare, happiness and pleasures of those depending on you, go after him and keep going until you convert him into a "spoke."

In my opinion an applicant should become a member after a favorable report by the membership committee, of not less than five, has been adopted and confirmed one week from the rendering of such report by the membership committee providing no appeal from the report has been filed with the board of directors during the week.

If anyone is not satisfied with the finding of the membership committee, this gives the membership a week to check up the membership committee in its report and file successive appeals with the board of directors and the club respectively. This is substantially the working plan of the Oklahoma City Rotary Club.

The average business man will not take time to investigate sufficiently to render a reliable report and if the applicants are to be passed on by the club as a whole, lapses of memory, "good fellow," pressure of business, etc., will soon fill your club with material conflicts and it becomes an "Ananias Club."

A. L. FRASER,
Chairman of Membership Committee of Oklahoma City Rotary Club.

HOW THEY BUILT UP A NEW CLUB IN MILWAUKEE.

To the Members of The Rotary Club:

In order to more rapidly increase our membership and to make sure of the desirability of the candidates, we submit herewith a list of industries and professions not yet represented.

We request that members send a list of recommendations to the membership committee of the most desirable candidates for the respective lines, and it is urged that these names be recommended *without first consulting the candidate*, so that in case the membership committee, or board of directors sees fit to extend the invitation of membership to another who may, in its judgment, be more representative, there will be no cause for embarrassment to anyone concerned. Please fill out your recommendation of men whom you believe to be representative of their line and to whom you would be willing to personally extend the invitation to join, should the Club pass favorably on them. Retain the other list for future consideration.

Scrutinize the attached list every week. If there is any line listed conflicting with your business let us know at once.

After you have sent in your names please forget all about it. The membership committee will do its work and report to you if any of your names have been approved.

MEMBERSHIP COMMITTEE,

E. D. HAVEN.

SANDIE HUNTER.

J. E. ELDRED.

A. C. DOWNING.

M. C. ROTIER, Chairman.

(Specimen of the sheet they enclose.)

Place your own name here

DO IT NOW—Even if you have only two or three names to recommend. (Keep the other sheet for later use and send it in two weeks.)

This is a partial list of lines not yet represented in the Club.

The names you fill in should be representative of their line and of men whom you will personally invite to join should the Committee pass favorably on them.

You are at liberty to recommend names for other lines not listed. The list given is merely for convenience to get QUICK ACTION.

Send to M. C. Rotier, Chairman, 114 Michigan St.

Appraiser (Factory, Home and Household)	Building Contractor	Billiard and Pool Hall
Air Brake Mfrs.	Beef and Pork Packers	Chocolate Mfrs.
Amusement—Theatres	Boiler Mfrs.	Candy Mfrs.
Brewery	Building and Loan Ass'n	Clothier (Retail)
Book and Magazine Store	Billiard and Pool Table Mfrs.	Clothing Mfrs.

EVERY MEMBER IN OMAHA WRITES THE PROSPECT A LETTER.

The Baum Iron Company
OMAHA, NEB.

IRON, STEEL
HEAVY HARDWARE
MACHINISTS'
TOOLS and
SUPPLIES

**AUTOMOBILE PARTS
AND SUPPLIES**

**Wholesalers
and Jobbers**

September, 2, 1913.

Mr. Chesley R. Perry,
Ft. Dearborn Bldg.,
Chicago, Ill.

Dear Mr. Perry:—

As a number of delegates to Buffalo asked me for more detailed information relative to our plan of increasing our membership, I enclose some of our "Thunder" for your guidance in making up a general outline in some of your future weekly letters.

It took our Executive Committee three months to make up a list of one hundred and fifty eligible business men. We did it in a very careful manner, and every man's name which appeared on this list was absolutely the best to be found in his line of business in this city.

This list with letter No. 1 attached was sent to each member of the Club with instructions to write a personal letter to each one of the eligibles on the date set aside for him. Attached to the letter to the eligibles was your pamphlet No. 3, on "Rotarianism." The general style of the letters which, of course, varied with views of different men is well set forth in the two which I have attached hereto and marked No. 2 and No. 3.

In no instance was a man directly invited to become a member. On the other hand he was given an idea of the value of Rotary and allowed to make up his mind whether or not he wanted to take advantage of it. As soon as a man reached the point where he wished to affiliate we, of course, were prepared to take him in as he had previously been passed upon as eligible, and it was simply a matter of form for him to be passed on by the board of directors.

The result of this campaign has been a marked increase in the interest of the affairs as well as a very large increase in membership. We expect this fall to have at least seventy-five additional members. We are one club which believes in securing the best timber available and as rapidly as possible. We do not think it hinders us in the least to have a large number of new members to learn our doctrines at one and the same time. They soon get the Rotary spirit after they have become a part of us.

Yours very truly,
D. BAUM, JR.

NO. 1.

**THE ROTARY CLUB
OF OMAHA**

1331-5 CITY NAT'L BANK BLDG.

DANIEL BAUM, Jr., President
WALTER G. SILVER, Treasurer
TOM S. KELLY, Vice President-Secretary

May 24, 1913.

Dear Rotarian:

The attached list of business concerns and their principals has been very carefully gotten up by the Directors, with a view of increasing interest in the Rotary movement. It is not our idea to directly invite any of these men to join our club, but on the other hand, to gain as far as possible, an idea of their attitude.

Therefore, if your judgment agrees with ours, please make your letters personal expressions of your faith in Rotary and its principles, and write first copy letters on the date indicated as set aside for you below.

Yours truly,
DAN'L BAUM, JR., President.

Mr. John Smith:

The above letter from President Baum is clear enough, I believe. However, if

further information is desired, call him up at Douglas 131, or me at Douglas 861.
Mail your letters on date enclosed below:

MAY	26	27	28	29	30	31			
JUNE	2	3	4	5	6	7	9	10	11
	12	13	14	16	17	18	19	20	21
	23	24	25	26	27	28	30		
JULY	1	2	3	5	7	8	9	10	11
	12	14	[15]	16	17	18	19	21	22
	23	24	25	26	28	29	30	31	
AUGUST	1	2	4	5	6				

TOM S. KELLY, Vice-Pres. & Sec'y.

NO. 2.

EYE, EAR, NOSE and
THROAT EXCLUSIVELY

HOURS
9:00-12:00 2:00-5:00

W. K. FOOTE, M. D.

724 CITY NATIONAL BANK BUILDING
Telephone Douglas 537

July 19, 1913.

Mr. John Doe,
Omaha, Neb.

Dear Sir:

I value my membership in the Rotary Club above any other Club or Society affiliation. The Rotary Club is a business man's club, where "talking shop" is encouraged, instead of tabooed.

In the Rotary Club there is good fellowship, close friendships are formed, your circle of acquaintances widened, and you are made to feel that every other member is interested in your success.

Your name is on the Club's list of "eligibles" now—I hope that it will soon appear on the membership roster.

Very truly yours,
W. K. FOOTE.

NO. 3.

The Heyn Studio

Sixteenth and Howard Streets, Omaha

July 15, 1913.

Mr. John Doe,
Omaha.

Dear Sir:

You, no doubt, belong to several Clubs which tend toward the betterment of Omaha.

Such a Club is the Omaha Rotary. However, you will find it is the one Club in Omaha that really has a "punch."

A Club which can act, and act decisively, as but one business of a kind is represented.

This idea, Rotary finds, enables its members to talk freely of the whys and wherefores of their successes.

Rotary means more to me than any other Omaha organization, and I sincerely believe that if you take advantage of becoming the "LIVE WIRE" member in your line of business, you'll thank me for the "hunch."

Yours truly,
L. HEYN.

My phone number is Douglas 481.

Established 1881.

THE REPORT AND RECOMMENDATIONS OF MEN EXPERIENCED IN MEMBERSHIP COMMITTEE WORK.

A new round table meeting was inaugurated at the Buffalo Convention—the Round Table of Chairmen of Membership Committee. Three sessions of this round table were held. Nineteen clubs were represented in it. One of the earliest developments of the conference was that very few of the clubs were following the provisions of the model Constitution and By-Laws in regard to the selection of members. The methods used by the various clubs were then discussed and criticized. After full discussion it was generally agreed that some plan of procedure in the obtaining of members should be mapped out, particularly for new clubs and also for the consideration of all the affiliating clubs. Rotarians: E. L. Murphy, Chicago, C. D. Holman, San Francisco, H. J. Latta, Philadelphia and A. S. Adams, Atlanta, were made a Committee to work out this plan. Their report which is given herewith, has taken the form of recommendations for the amendment of the Constitution and By-laws recommended by the Association for the adoption of local clubs. Whether or not these recommendations can be incorporated in the recommended model Constitution before the next convention of the Association may be a question for difference of opinion, but meanwhile there is nothing to prevent the adoption of the recommendations of the Committee's report by any club which sees merit in them.

The Committee delegated to prepare, for recommendation to all Rotary Clubs, a uniform method of handling "Membership" believe that the following suggested changes in the Model Constitution and By-Laws embody the best ideas presented during the conference of Chairmen of Membership Committees and herewith submit them for consideration by those interested:

To Section 1, Article III, of the Constitution add: Membership is that of the individual and not of his firm or corporation.

Strike out Section 2, of Article II, of the By-Laws and insert in its place:

The Membership Committee shall consist of seven (7) members one of whom shall be chairman and the other six members shall be divided into (2) Sub-Committees, viz, Sub-Committee on Investigation and Sub-Committee on Classification which Sub-Committees shall report to the Membership Committee as a Whole Committee.

The Sub-Committee on Investigation shall inquire into the character, business, financial, social standing and general desirability of persons proposed for membership.

The Sub-Committee on Classification shall inquire into nature of, and divide all mercantile, manufacturing, professional lines and general business into their natural sub-divisions in order that the Club may have the maximum possibility for growth without conflicts and that one member may not improperly monopolize any line.

The Sub-Committee on Classification shall investigate the claims for classification made in each proposal and make such recommendation as is in the best interest of the Club.

The Sub-Committee on Classification shall recommend such changes in or limitations of the classification of members as may be necessary from time to time. Any member affected by any such proposed action shall be notified by the Secretary of the proposed action, and if he so desires may appear before the Membership Committee or the Board of Directors with reference thereto.

The Membership Committee shall hold regular meetings at least once each month for the consideration of the reports of its sub-committees and such proposals as are ready for final action.

The Membership Committee shall have full charge of all membership recruiting work when such a campaign shall be deemed expedient and ordered by the Board of Directors.

Strike out Section 6, Article III, Constitution, and substitute the following:

Election to membership shall be in the following manner:

A member desiring to propose for membership the name of any person shall fill out a "Proposal Blank" (to be furnished by the Membership Committee through the Secretary) giving the proposed person's full name, business and residence addresses, name of his firm or corporation, his official position with same, extent of his financial interests in same, designated as Principal, Considerable or Small; nature of business and classification desired, and such other information as the blank may require. The member shall sign his name as proposer and secure the signature of a second member, filing same with the Secretary.

Proposals may be made with or without the knowledge of the person proposed but in no instance shall the proposed person be solicited for membership until the proposal has been approved by the membership committee.

Upon receipt of a proposal properly filled out the Secretary shall forward it to the Chairman of the Membership Committee, who shall refer it to the sub-chairmen of the sub-committees on *Investigation* and *Classification* at the next regular meeting of the full committee.

The Sub-Committees shall act upon the proposal in accordance with their duties as provided in Section 2, Article II, By-Laws.

Upon receipt of the report of the Sub-Committees the Membership Committee shall pass upon the proposal by ballot, and

(a) If the proposal receive the approval of five of the entire Committee, it shall be returned to the proposer through the Secretary's office with the following memorandum: "When the application on the reverse side hereof is properly filled out and signed by the individual named in this proposal and filed with the Secretary, the Chairman of the Membership Committee will endorse same for the Committee and order publication." When this has been done, the application shall be published to the membership of the club. If no objection is received within ten (10) days, the Secretary shall thereupon present the application to the Board of Directors.

(b) If the proposal fail to receive the approval of five of the entire committee it shall pass to the Board of Directors with the Memoranda of reasons offered against it.

(c) If an objection has been made, at the expiration of ten (10) days the Chairman of the Membership Committee shall transmit to the Board of Directors, the proposal and with it any objection that may have been filed. In case an objection has been filed, the Chairman shall either meet with the Board or prepare for it such information as may be in his Committee's possession.

An objection must be made in writing and be addressed to the Chairman of the Membership Committee and filed with the Secretary within ten (10) days of the date of publication to the membership of the club.

Upon receiving a proposal carrying the approval of five or more of the Membership Committee:

(a) Provided no objection is attached, the Board of Directors shall proceed to vote upon election by ballot. Two (2) Negative votes shall prevent election.

(b) Provided an objection is attached, the Board of Directors shall send a written notice to the objecting member setting a time at which he may appear before the Board and present his objections. Full notice of a hearing of such protest shall be given to each director. After having heard all objections filed, the Board shall proceed to vote upon election as above described.

Upon receiving a proposal which has failed to receive the approval of five of the Membership Committee, the Board of Directors may place same upon Waiting List, or return same to the Membership Committee for further investigation or action, or may return proposal to proposer marked "Rejected by Membership Committee and Board of Directors."

The action of the Board shall be final.

By way of explanation of the foregoing recommendations the committee offers the following:

All Rotary clubs have the same objects and so membership in all clubs is in its essentials the same and should be made a matter of uniformity.

Each club is governed to a large extent by local conditions, but there is nothing about the proposed plan that in any way hinders, or is affected, by local conditions.

Probably the first comment of a small club in a small city would be: "That is all right for a large club in a large city, but we don't need it." Possibly the necessity is there—merely less apparent.

Taking up the suggestions in detail:

Why have a membership committee of seven? Because seven is large enough for the largest club and none too large for the smallest club. It in effect places the responsibility and work upon two sub-committees, each with its chairman, which are under the general direction of the committee chairman.

These two sub-committees dividing the work usually assigned to one committee will accomplish more and at the same time work in complete harmony, for in the end all recommendations are made by the committee of seven.

Classification of lines is the first and most important work of a new club, and as there are constantly arising in every club questions of classification, each club could well afford to have a sub-committee of its membership committee to work out logical trade divisions and representations.

The sub-committee on investigation could be made a medium of securing new members. From the sub-committee on Classification it might ascertain lines not represented in the club and make proposals for membership in those lines.

Unfortunately in many of our clubs membership has been cheapened by poorly worked out and hastily executed campaigns. Certainly Rotary should select its members, and it is the hope of our Committee that all the clubs will adopt the proposal method.

Some objection may be raised to the practice of allowing the Board of Directors final power on the election. There are two other methods: One in which the Membership committee elects. The other in which the name is brought before a meeting of the club for action.

As to the former, it would seem logical that the Board of Directors of any club, being composed of men in whom the club has expressed its entire confidence by election, should pass upon membership rather than a Committee which has its power only through the appointment of the President.

There are two objections to the other method: In the first place it takes up time of regular meetings which might better be devoted to other things. In the second place such elections are as a rule merely formal unless some special objection has been urged and brought to the attention of all the members. Usually any meeting will elect any one recommended by the Membership Committee without doing much independent thinking or having any opinion based upon facts. On the other hand if objection is raised, a displeasing debate may be precipitated.

Respectfully submitted,

E. L. MURPHY, Chairman.

SPECIAL ROUND TABLE TOPIC FOR THE NEXT ISSUE.

"The Standardizing of the Club Roster," will be the special topic to be treated in the December issue of **THE ROTARIAN**. We will shove along the tentative subject for December which was "The Question of Conflicts in Membership" and insert this other subject as we already have a splendid lead article on the subject of the rosters from Secretary Warden of Los Angeles. To make these round table subjects most successful we should have a number of contributions in which many view points may be expressed. The following questions are offered to suggest thought:

What club now has the best form of roster?

Is a loose leaf roster practicable?

Are pictures of members essentials?

Is there any objection to the arrangement in two sections, alphabetical and by classifications?

Should residence addresses be given?

Can the style for arrangement of data concerning each member adopted by headquarters be generally used?

What should be the form and size of the book?

Club officers are requested to read this message at their meetings and encourage their members to participate in this round table discussion. Some member in the ranks is as likely to have helpful ideas on the subject as any officer of a club or of the Association.

"THE FIRST ROTARY CLUB."

Rotarian C. L. G. Breene of Dayton (O.) U. S. A., thinks he has discovered the original club which limited its membership to one of each line of trade and insisted upon attendance at its meetings.

RULES FOR THE TWOPENNY CLUB (ADDISON CHOICEST HUMOR)

1. If any member absent himself, he shall pay a forfeit of a penny for the use of the club unless in case of sickness or imprisonment.
2. If any member brings his wife into the club, he shall pay for whatever she drinks or smokes.
3. If any member's wife comes to fetch him home from the club, she shall speak to him without the door.
4. None shall be admitted into the club that is of the same trade with any member of it.

JOSEPH ADDISON, 1672-1719.

"THE IRISH DELEGATE AT WASHINGTON."

After All Isn't the Laugh on Dolph or Diggs Rather Than on Sheridan?

Dublin, October 7th, 1913.

My Dear Mr. Perry:

I read with the greatest delight in the September issue President Dolph's account of how I came to visit Washington—the confusion and fun arising out of an invitation which I was assured came from Mr. Dolph, but which that gentleman assured me came from Secretary Harris.

First let me say that President Dolph is absolutely safe in his surmise that among my best experiences abroad was my visit to Washington and Philadelphia—he and President Whetstone of Philadelphia made big contributions to the success and complete enjoyment of my American trip and their names will ever be associated in my memory with the great cities to which they respectively belonged.

But let me whisper the funny part of the story: It was President Albert Diggs of Baltimore who invited me to Washington.

Yours very truly,
JOHN SHERIDAN.

IN EXPLANATION OF OUR BEAUTIFUL FRONT COVER.

The picture used on the cover of this issue is from a photograph furnished by Mr. L. C. McClure, the Rotarian Photographer of Denver. The scene is on the grounds of one of Denver's suburban homes, known as Von Richthoven Castle. Von Richthoven was a German baron who came to Denver in the early days and builded there his stately castle, surrounding it with the beautiful grounds indicated in the picture. We are indebted to Rotarian McClure for securing such a beautiful picture and for giving it to **THE ROTARIAN**.

STORIES—OLD AND NEW

CONTRIBUTED BY ASSOCIATE EDITORS AND OTHER ROTARIANS

PREMATURE INFORMATION.

At the recent Convention at Buffalo, a Chicago Rotarian who was trying to "boost" his city was talking to a Rotarian from New York. The conversation turned on the police department.

"Well," said the man from the metropolis of the West, "you can't deny that our police department is all right. Why, look here" he urged, getting more enthusiastic, "there was a murder committed there a few days ago, and four hours afterwards the police knew all about it!"

"Oh," drawled the member from the East "That's nothing. There was a murder committed in New York a few days ago, and the police knew all about it four hours before!"

(Contributed by Peter E. Powers, Chicago.)



A NEW KIND OF LEATHER.

Rotarian Otto Hassel, who is Chicago's leading shoe merchant, recently found it necessary to hire additional help for Saturdays, and among the applicants was a very prepossessing young man who claimed that he understood the shoe business from A to Z. Later in the day, unobserved, Otto passed the new clerk while he was waiting on a customer and from the conversation judged that he was having a little difficulty in persuading the gentleman to buy. While he listened, the new clerk handed the customer the shoe he had just tried on and very earnestly said:

"Look at that shoe. Do you know what kind of leather that is?"

The gentleman confessed his ignorance, and the clerk impressively announced: "Well, that's some leather."

(Contributed by Frank R. Jennings, Chicago.)



NOT A ROTARIAN'S STORE.

A traveling salesman was standing in a country store watching a game of checkers between the proprietor and another man. Not being acquainted with the business customs of the place, he called the attention of the storekeeper to the presence of some customers who had entered. "Sh! Sh!" said the storekeeper, "keep real quiet and they'll go out."

(Contributed by S. S. Rosendorf of Richmond.)



HERBERT HAYES LEARNS SOMETHING ABOUT OYSTER STEWS.

"Waiter, do you call this an oyster stew?"

"Yessuh, Mr. Hayes."

"Why, the oyster isn't big enough to flavor it."

"He wasn't put in to flavor it, suh. He jest supposed to christen it."

(Contributed by Jack Butterfield, San Antonio.)



THE ROYAL COME-BACK.

A good story of King Carlos I. of Portugal is told in the *London Mail*. A republican, talking about the king to Conte de Arnoso, the king's secretary, remarked: "I hate him. I am only happy to think that I can several times a day give him a blow in the face—when I stamp my letters." Thinking the story witty, Arnoso repeated it to the king, who replied, smiling: "Yes, each day he smacks my face; but before that he is forced to lick my back."

(Contributed by Thos. Stephenson, Edinburgh.)



HIGH NOON REFRESHMENT.

It is said that there is a more or less prominent broker in New York whose midday refreshment invariably consists of a cocktail, a Stein of beer, a small sandwich and a cup of coffee. As this habit is pretty well known to his office associates they were convulsed when the office boy got his tongue twisted while answering a phone call and was heard to reply: "Mr. Blank will be back soon. He has just stepped out to drink his lunch."

(Contributed by R. C. Faunt, Chicago.)

More or Less Personal



His Royal Highness the Duke of Connaught, who is Grand Master of English Freemasonry, has conferred upon Brother Charles H. Dewey the distinction of London Rank. The recipient, it will be remembered, recently attended the International Convention at Buffalo as the delegate from the London Rotary Club. He resigned as Worshipful Master of the Wandsworth Borough Council Lodge in 1908 after filling the various offices; he is a founder of this Lodge, and also the Royal Colonial Institute Lodge; a Life Governor of the Royal Masonic Institution for Boys, also the Royal Masonic Institution for Girls, and the Royal Masonic Benevolent Institution.

The organization of the Rotary Club of Reading, Penn., was accomplished with the assistance of a large delegation from Harrisburg, a smaller delegation from Philadelphia and a number of other visiting Rotarians. Judge Geo. W. Wagner of the Berks County Court presided.

Director Eugene G. MacCan of New York has an idea that every Rotarian when travelling ought to write the word Rotarian after his signature on the hotel register with the idea that the manager or clerk will see to it and be moved to extend him a hand of particular friendship or communicate to the officers of the Rotary Club the fact that a Rotarian from somewhere else is at the hotel.

Vice President Shelby of the Southern Division of the U. S. now has another club in his division. Atlanta is no longer the "baby." Montgomery, Ala., is the city. Vice President Shelby was accompanied to Montgomery by Rotarians Henley and Moulton of Birmingham. Thos. L. Hackett is the President of the new club. Alabama is the first Southern State to have more than one Rotary Club.

The Tacoma Rotarians have started what they call their \$25.00 club. The idea is to get as many members as possible to contribute \$25.00 during the year to create a fund with which the expenses may be paid of as large a delegation as possible to the next convention of Rotary Clubs. They believe that the enthusiasm and prosperity of their club during the year will be in direct proportion to the number of their members who attend the convention and come back charged with the inspiration and enthusiasm gathered there.

There are at least two clever chaps in the printing business. Of course, they are Rotarians. One of them is Distinctividualist Arnold of Jacksonville who has been appointed special war correspondent to represent THE ROTARIAN at the next convention. It will be necessary to have someone

of his marked ability in order to distinctividualize the brigade of Colonels who will be in attendance at the convention. Arnold is also editor of the Jacksonville Rotarian and not having anything particular to do he has recently assumed the secretaryship of his club.

The other bright and shining light is Geo. L. Ralston of Los Angeles. He thought Alien Albert's address at Buffalo was the finest thing he had ever heard and when he went back home he expressed his feelings by getting up a handsome booklet for his fellow members of the Los Angeles Club with Albert's address as a centerpiece, embellished by a forceful little introduction, by Ralston, the Rotary emblem and motto, a picture of Albert tipped in on the fly leaf, and explanatory matter at the back of the book showing why Albert is a credit to Rotary. This matter was taken from the proceedings of the convention and so well done that we believe that all who have the opportunity of seeing a copy of the booklet will realize that Ralston is some editor.

The Cleveland Rotary Club recently published an attendance record covering the 38 weekly meetings and 7 monthly meetings held during the 9 month period, January to September, 1913. Rotarian Lewis H. Wintermute, President of the Wintermute Company (Accounting and Systematizing) was the hero, attending 42 out of a possible 45 meetings. Rotarian A. M. Barnes (Fire extinguishers) followed next with a credit of 41. Rotarian J. G. Dawson (L. C. Smith Typewriters) came next with 40. Rotarian Wm. Downie (painting and sign making) and Rotarian A. N. Englander (Studebaker automobiles) were tied with 39 meetings to their credit. Nineteen Rotarians have a record of attending 85 per cent or more of the meetings since the first of the year or since their admission to the Rotary Club. Forty-seven members likewise have a credit of 75 per cent on their attendance. These are all records to be proud of and reflect great credit upon Cleveland Rotary and speak well for the popularity of the administration headed by Rotarians Quiesser as President, Klumph as Vice-President and Downie as Secretary.

Rotarian Daniel L. Cady one of the organizers of the Rotary Club of New York City and one of the organizers of the National Association as a delegate to the Chicago 1910 convention has recently taken unto himself a wife (Mrs. Mary Elizabeth Wells) and from Burlington, Vermont, the happy couple have announced their marriage.

Elmer A. Rich, one of the old time members of the Chicago Rotary Club and the first treasurer of the National Association and familiarly known as "Dad" Rich recently had the unique experience of being made a grandpa twice in one week. It was not exactly twins but almost so. His two daughters-in-law presented his two sons with precious jewels (Rich is in the jewelry business anyway). One on Tuesday and the other on Friday. When you come to Chicago drop in on Rich and he will tell you all about it.

Numerous inquiries have come to several of the Texas Clubs for information as to organization and for copies of the first state association's constitution and by-laws. The new York State clubs and those of Illinois are particularly active in new

state organizations. The boys of the Lone Star State's ten clubs, "chesty" in the participation of the first state organization, say they are more than glad to help any similar associations in organization. Copies of the Texas Association's constitution may be had by addressing Secretary Bismarck Heyer, c/o Lehyne Piano Company, Fort Worth, Texas.

President G. C. DeHeus of Milwaukee Rotary is proud of being so young. Of course he will get over it in time. He thinks he is the youngest president of any Rotary Club. As it happens he is also the youngest member of the Rotary Club of Milwaukee. All other youngsters please write.

F. J. Dreher who organized the Harrisburg Rotary Club and who has been instrumental in establishing Rotary in several other cities and who helped the secretary on transportation matters during the sessions of the Buffalo convention has set out for the southwestern part of the United States where he expects to find the climate more suited to his health. Wherever he goes, you may be sure Dreher will start a Rotary Club, especially if someone will only tell him that he can't do it which was the reception he first got in Harrisburg.

At a recent meeting of the Belfast Rotary Club it was proposed, seconded and passed with utmost enthusiasm that the Belfast Rotary Club shall present a real Irish gavel for use by the president of the International Association at the functions of the Association in future so that Judge Archer's cane may not be required again. The gavel will be forwarded soon to International Headquarters where it will be on exhibition until convention time. In this connection the Secretary of the Association

takes pleasure in announcing that his long lost Belfast stick has come home. It seems he was a little too proud of his personal possession and some of his fellow members in Chicago thought it would be a good idea to take down his pride a peg and kept the stick until he was humbled and then presented it to him in the guise of a box of long-stemmed roses.

At a meeting of the Kansas City Rotarians they had the honor of entertaining Mr. Hallpike, leather belting, of Cincinnati, and Mr. Parker, manufacturer of art specialties, from Minneapolis. Both gentlemen made rattling good talks. Mr. Parker claimed he just butted in. He was in the elevator on the way to his room when he was attracted by the unusual crowd of business men. "Who are these men?" he asked the elevator boy. "Oh, something about Rotary." "Well, let me off, I'm one of them." And he sure was.

Cincinnati Rotarians recently decided to have a holiday of their own which they celebrated by a visit to Dayton, Ohio, where they inspected some of the large manufacturing plants of that city. They marched to their special train with a band of music at their head and carried a handsome silver loving cup which former President Zumstein presented to the National Cash Register Company.

Philadelphia Rotarians have stirred themselves and other business men of Philadelphia to a high pitch of enthusiasm over the proposed amalgamation of Philadelphia's leading trade bodies. Rotarian Glenn C. Mead offered the resolution endorsing and recommending the proposed consolidation of trade and commercial organizations.

The Grim Reaper Has Taken Rotarian C. W. Franklin of Denver

Sept. 29, 1913.

Dear Sir:

It is with deep regret we announce the sudden death of our delegate to the recent convention, Mr. Charles W. Franklin.

Mr. Franklin, who was one of the prominent figures in Denver and the State, was a former Vice-President of the Denver Rotary Club and was, at the time of his death, one of the Directors.

The Denver Rotary Club,

H. E. LORTON, *Asst. Secy.*

Mr. Lorton enclosed newspaper clippings, a large photo plate and a copy of an eulogy written by Dr. Chas. Adams Ellis of the Denver Rotary Club.

Dr. Ellis said in part:

"Chas. W. Franklin's reputation grew as did his work and at the time of his death he was considered all over this vast region without a peer as a mining attorney. He was a charter member of this Club, wrote its constitution, was its Vice-President and one of its Directors. He was one of the most beloved, substantial and 'looked-up-to' members. Once your friend, you alone could terminate that relation.

"Such was the friend who has left us. As a son he was firm, yet liberal, stimulating by his counsel and example to industry and truth. As a husband and lover, to see him in his home, or to have heard him tell of his home, is all the evidence

needed; but the testimony of those he left is one seldom equalled, never surpassed. His life was one spent for others from its earliest memories.

"We live in deeds, not years; in thoughts, not breaths;

In feelings, not in figures on a dial.

We should count time by heart-throbs. He most lives,

Who thinks most, feels the noblest, acts the best. And he whose heart beats quickest, lives the longest;

Lives in one hour more than in years do some Whose fat blood sleeps as it slips along their veins,

Life is but a means unto an end; that end, Beginning, mean, and end to all things,—God."

Ten Reasons For Being A Rotarian

By A. H. Geuting

Director Rotary Club of Philadelphia

First—The Key. Membership in the Rotary club opens the door to real Brotherhood in the exchange of frank, open discussion of the world's work.

Second—Security. One of the Rotary members has properly described Rotary as a free-masonry of trade. We are constantly receiving reports how, through the medium of the Rotary club, every one is received with a courtesy and fellowship that were formerly impossible; that instead of evasiveness, business information is frankly exchanged to the betterment of all concerned.

Third—Protection. No matter how strong you may feel yourself individually, your real strength comes from a banding together of kindred spirits for the good of the whole. Every Rotary member cannot help but feel stronger in his position by the fact that he is backed by a membership that is zealous for his good, the value of which cannot be estimated in dollars and cents.

Fourth—Co-operation. Heretofore, there has been a strong inclination for every business man to be intensely individual. The spirit of the times calls for affiliation and co-operation in order to attain to the greatest good. Rotary stands for the ideal blending of individualism with co-operation without the baleful influence of monopoly.

Fifth—Education. No Rotary member can help being educated if he religiously attends the Rotary meetings and gets the innumerable side-lights on business as a whole. He learns, for instance, that the box maker has solved the same problems that he believed heretofore were peculiar to his own business; by giving heed to this member's experience he broadens his own vision and increases the knowledge necessary in his own affairs.

Sixth—Economy. Deep in each man's nature is a craving for intimate association with his fellowmen, but often lack of time prevents his breaking through the conventional wall that opposes him. Rotary breaks this wall for him and draws him easily and naturally within the circle of friendship. His association gives him a status that a life-time would hardly bring about, and thus multiplies his advantages a hundred fold.

Seventh—Civic Advantage. The more you become interested in Rotary the more interest you will take in civic affairs. Civic interest is as necessary to a well rounded career as your own application is necessary to your own business success. Interest in Rotary produces a citizen with broadened spirit, pride and ambition for his city and his country.

Eighth—International Advantage. As a member of the Rotary organization you have the opportunity to make the friendly acquaintance of every Rotary member throughout the world. This acquaintance may be of the greatest assistance to you when in a strange city.

Ninth—Higher Business Standards. A Rotarian is not narrow or self-confining; he is not greedy, voracious or mercenary; he is not monopolistic, for he knows that to grasp is to lose; he has learned that to give means to receive; he knows that "Cast thy bread upon the waters and it shall return to you before many days." A true Rotarian aims to attain a high level of business virtue; to conduct his affairs so perfectly that his fellow members will gladly sing his praises.

Tenth—Rotary Ideals. All Rotarians aim to set the stamp of approval on representative men, who, by virtue of their moral, intellectual and progressive standards, are leaders in their particular fields of endeavor, and by co-operation and helpfulness, to show the world that such men succeed, and should succeed. Thus they set the example of proper enterprise for the young and thriving business men throughout the country. Verily, it is a great privilege and a great responsibility to be a Rotarian.

CLASSIFIED DIRECTORY OF PROFESSIONAL MEN IN ROTARY

CERTIFIED PUBLIC ACCOUNTANTS

Chicago, Ill., Edward E. Gore.
824 Monadnock Bldg. Phone Harrison 1232.

Jacksonville, Fla., Thos. C. Hutchinson.
511-512 Dyal-Uphurhur Bldg. Phone 312.

Minneapolis, Minn., Ralph D. Webb.
830 Lumber Exchange. Phone N. W. Main 47.

Pittsburgh, Pa., Frank Wilbur Main.
723-6 Farmers Bank Bldg. Grant 2368.

Saint Paul, Minn., Herbert M. Temple.
805 Germania Life Bldg. Phone N. W. Cedar 519.

San Francisco, Calif., L. H. Greenhood.
407-9-11 Clunie Bldg.

Seattle, Wash., E. G. Shorrock & Co.
222-223-224 Central Building.

ARCHITECTS

New York, N. Y., Brazer & Robb.
1133 Broadway. Phone 3991 Madison Square.

Camden, N. J., Moffett & Stewart, Inc.
Jesup Building. Phone, Bell 1535.

ATTORNEYS-AT-LAW

Buffalo, N. Y., Botsford & Lytle.
834 Prudential Building.

Camden, N. J., William G. Hodgson.
548 Federal St. Bell Phone 957.

Chicago, Ill., Harris, Dodds and Kagy.
1317 Unity Bldg. Phone Central 2018.

Cincinnati, Ohio, Gideon C. Wilson.
54-55 Wiggins Block. Phone Main 413.

Cleveland, Ohio, Weed, Miller & Rothenberg.
404 Century Bldg. Phones Main 4107 Cen. 489-W.

Columbus, Ohio, Bennett & Westfall.
8 East Long Street. Main 5411.

Dayton, Ohio, Lee Warren James.
509-516 U. B. Bldg. Phones Bell M. 601, U. S. 2601.

Denver, Colo., Chas. W. Franklin.
834 Ennitable Bldg. Phone Main 2927.

Duluth, Minn., Frank E. Randall.
606-10 Providence Bldg. Phones: Grand 746, Melr. 726.

Indianapolis, Ind., Pickens, Cox & Conder.
Chamber of Commerce.

Jacksonville, Fla., D. H. Doig.
Dyal-Uphurhur Bldg. Phone Bell 304.

New Orleans, La., H. W. Robinson.
226-229 Hennepin Building. Phone Main 4005.

New York, N. Y., Wm. J. Dodge.
149 Broadway (Singer Bldg.). Phone Cortland 4784.

Oklahoma City, Okla., Bennett & Pope.
1018-1020 Colcord Bldg. Phone Walnut 4776.

Omaha, Neb., Harley G. Moorhead.
632-634 Brandeis Theatre Building.

Peoria, Ill., McRoberts, Morgan & Zimmerman.
319 Main Street. Phone Main 585.

Philadelphia, Pa., Glenn C. Mead.
818 Real Estate Trust Building.

Portland, Ore., Estes Snedecor.
726 Corbett Bldg. Phone Marshall 1256.

San Francisco, Calif., Carlos P. Griffin.
704 Pacific Bldg. Patents, Corporations.

Seattle, Wash., E. L. Skeel.
1008 Alaska Building. Phone Main 6511.

Spokane, Wash., Lawrence Jack.
610 Hyde Block. Phone Main 3008.

Toledo, O., Frank L. Mulholland.
1311-17 The Nicholas Bldg.

Winnipeg, Man., A. W. Morley, LL. B.
601 McArthur Bldg. P. O. Box 1432. Phone Main 228.

ATTORNEYS-AT-LAW (Patents)

Kansas City, Mo., Arthur C. Brown.
1216 Commerce Bldg.

Philadelphia, Pa., Howson & Howson.
West End Trust Bldg.

Toronto, Ont., H. J. S. Dennison.
Star Bldg., 18 King St. W.

ATTORNEYS-AT-LAW (Accounts and Adjustments)

Philadelphia, Pa., Archibald Todd Johnson.
818 Real Estate Trust Bldg. Phone Fibert 46-35.

DENTISTS

Cleveland, Ohio, Dr. William O. Haldy.
811 Schofield Bldg. Phone Main 1859.

Chicago, Ill., Dr. Will R. Neff.
Suite 1112 Republic Bldg. Phone Harrison 1820.

Louisville, Ky., Albert B. Weaver.
Atherton Bldg. City 566, Main 596.

OSTEOPATHS

Chicago, Ill., Dr. Ernest R. Proctor.
27 Monroe St. (Goddard Bldg.) Phone Central 5240.

Los Angeles, Calif., Dr. Edw. Strong Merrill.
304 O. T. Johnson Bldg. Phones A2193 Main 1049.

New Orleans, La., Dr. Henry Tete.
1117 Maison-Blanche Bldg. Phone Main 4722.

New York, N. Y., Dr. Clinton E. Achorn.
36 West 35th St. Phone Greeley 6360.

Philadelphia, Pa., James C. Snyder, D. O.
420 Pennsylvania Bldg. Phone Spruce 4772.

St. Louis, Mo., Dr. Homer Edward Bailey.
229-32 Frisco Bldg., Ninth and Olive Streets.

PHYSICIANS AND SURGEONS

Buffalo, N. Y., Charles H. Andrews.
588 West Delavan Ave. Phone North 882.

Cleveland, Ohio, Dr. A. Clynton Scott.
6523 Euclid Ave. Phone East 2698J.

Denver, Colo., Dr. Chas. A. Ellis.
Albany Hotel. Phone Main 5454.

Los Angeles, Calif., W. F. Traughber.
707-8 Hollingsworth Bldg., Main 1687. F. 7114.

Omaha, Neb., T. J. Dwyer, M. D.
Creighton Bld.

Portland, Oregon, Ben L. Norden, M. D.
528 Medical Building. Phones Main 1989, A5312.

San Francisco, Cal., Dr. Chester H. Woolsey.
350 Post Street. Douglas 2222. (Hrs. 1 to 4.)

PHYSICIANS (Specialists)

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40 E. 41st St. Surgeon Eye, Ear, Nose and Throat.

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Chicago, Ill., Arntzen, Inc.
810 North Clark St. Auto Ambulances and Hearses.

Philadelphia, Pa., Armstrong & Son.
Funeral Directors. 1600 Columbia Av. Poplar 6030.

Winnipeg, Man., Clark-Leatherdale Co., Ltd.
Funeral Directors. 232 Kennedy St. Main 822.

WHAT THE CLUBS ARE DOING

CLUBS OF THE UNITED STATES

ALBANY (N. Y.).

At the first meeting of the Albany Rotary Club after the Buffalo Convention, our representatives appeared attired in full regalia and each delegate and alternate was called upon to relate their experiences which were listened to with pleasure.

Mr. George C. Davidson, secretary of the Albany Y. M. C. A., was accused of arson in setting fire to the association building but as he proved an alibi, the charge was withdrawn. George appreciated the joke we played on him.

Dr. James Vander Veer, an enthusiastic member, delivered an illustrated lecture on "Wandering Through the Humane System" after the lunch on September 5th.

Our membership contains several fine singers. At the meeting on September 12th, a job was put up on G. D. Elwell, who prides himself on his voice and who had announced that "he would rather sing than eat." The opportunity was afforded him. The boys kept him busy until the conclusion of the lunch. All he got for his card of admission to the dining room was a demi tasse. At this meeting our secretary, who is manager of the largest establishment of its kind in this section of the country, described the process of hat making from the skin of the animal to the head of the wearer. Cincinnati was Albany's selection for the next international convention.

On September 19th we introduced several stunts. President Smith called upon a recently-elected member to introduce himself and give a brief history of what good he was doing in a business way to his fellowmen. The new member responded, and as it was the first meeting that he had attended, he insisted on knowing all about the other fellows. He then introduced his friend on the right, who spoke his little piece and introduced the next man; this was followed up until every person present had an opportunity to orate. Another stunt was the selection of several choruses—each chorus had a leader, who tipped his men off to the key. A spirit of rivalry arose as to who could make the most harmonious noise. Vice-President Winchester announced that the gang led by "Rex Armas" won the Rotary pin. Next each chorus sang its own individual song at the same time, and raised such a rumpus that the guests at the Hotel Ten Eyck exclaimed that the inmates of Matteawan had escaped and were hunting through the hotel for Harry Kendall Thaw.

At the luncheon today eighty per cent of the members were in attendance and were treated to an illustrated description of the manufacture of electric light lamps by Mr. Broe, a representative of the Harrison Edison Lamp Company of Harrison, N. J., a branch of the General Electric Company.

Dr. James Vander Veer was elected a member of the board of directors in place of Mr. George J. Auer, who has moved to Atlanta, Ga.

M. V. DOLAN, *Assoc. Ed.*

ATLANTA (Ga.).



Less than a month ago Atlanta people were asking each other "What is this Rotary Club?" Nobody seemed to know and nobody seemed particularly to care.

Today the Atlanta Rotary is as prominent as any organization in the city. It has burst into full bloom on the front page and in the editorial columns of all the Atlanta newspapers, and is recognized by the general public as a representative and public spirited organization. Thereby hangs a tale.

The first week in September the startling news appeared that the Atlanta Associated Charities was about to go to the wall because it owed \$3,000 it could not pay. The Associated Charities is an inter-denominational public charity organization of unquestionable value. Following the announcement few private subscriptions came straggling in, but not enough to help. The death of the Associated Charities would have been a public calamity. It was a case of getting up \$3,000 and getting it quick.

It so happened that Ivan Allen, F. O. Foster and A. S. Adams, were prominent directors of the Associated Charities. At a Rotary luncheon these gentlemen put the situation before the Rotarians. A motion was carried amid enthusiasm that the Rotary Club would pledge itself to get out and raised the \$3,000 in cash. Each of the 30 individuals present pledged himself to get up \$100, which would make the necessary amount. That has been a couple of weeks ago and \$1,800 has already been raised. When the time comes to cash in next Tuesday, the Rotarians will have the \$3,000 and a Rotary Club check will be turned over to the Associated Charities. This, the first public work of the Rotary Club, was recognized and applauded by the press. It made the public see and appreciate the true spirit of Rotary.

Shortly after this the Atlanta Rotary Club went on its trip to Birmingham to be entertained by the Birmingham Rotarians, and to meet International Secretary Chesley R. Perry. They were cheered out of Atlanta to the accompaniment of clicking photograph machines and busy questions by reporters. Rotarianism had come into its own in Atlanta. The entertainment at Birmingham left nothing to be desired. These were some of the first page headlines in the Birmingham ledger.

GATE CITY ROTARIES INVADE BIRMINGHAM WITH COLORS FLYING

Bearing the Proud Escutcheon of "Atlanta 500,000 by 1920."

RETURN THIS CITY'S CALL

Crowning Feature Will be Big Banquet at Country Club This Evening.

ROTARY BANQUET TO ATLANTANS IS A GREAT SUCCESS

Those Who Attended Felt Distinct Moral Uplift from Speeches.

PERRY'S ADDRESS HELPFUL

Utters Practical Truths Which Strike Home to His Hearers.

Mr. Allen Johnson who reported the meeting for the Ledger said: Rotarianism performed a miracle and a transformation at the Country club Wednesday night.

The occasion was a banquet, tendered by the Rotary club of Birmingham to the Rotary club of Atlanta; the miracle lay in the fact that no word, intimation or suggestion of anything in the nature of a "knock" or detriment, was uttered by any representative of either city against the other; the transformation took the form of a complete and miraculous change from a scene of almost undue hilarity, to one of peace, quietude and perfect harmony, about which there seemed to cling an air of gentle reverence.

New and strange, indeed, did these things seem at a gathering of Atlanta and Birmingham business men, where, heretofore, all has been a chaotic chorus of caustic criticisms or a bedlam of belligerent braggadocio. But such had neither part nor place in Wednesday night's assemblage, and for this new, thrice-welcome attitude, to the Spirit of Rotary be all honor and glory forever.

To have attended this banquet is to have felt a distinct moral uplift, as well as a spiritual benediction, for the keynote of Rotarianism embodies

the three graces—faith, hope and love—and the motive power behind its growth and spread is unselfish service to one's fellow men. Its influence is, therefore, broadening; its possibilities illimitable.

An earnest Rotarian address and a strong and effective bit of oratory was delivered by Frank O. Foster, of Atlanta. It was the first real speech of the evening, and marked the beginning of the transformation. Up to that time the speakers had been speaking under difficulties and against interruptions. But while Mr. Foster was speaking truths so eloquently a quiet began to settle over the party and close attention was given.

One particular reference made by Mr. Foster will be remembered very distinctly—he said, "Satisfaction, by human effort, for material things, has never come, but when the effort is made for another, and unselfishly, then we have a complete transaction followed by a sweetness of satisfaction not attainable otherwise." It is an impressive truth.

Transformation Occurs.

The complete transformation, however, took place during the address of Chesley R. Perry, of Chicago, International Rotary secretary. It was a masterful effort full of the elements of an uplifting sermon, as well as the well rounded rhetoric of an able orator. It was a picture of the highest and best in Rotarianism and acted as an inspiration. No attempt shall be made to quote him—it would be an injustice unless the entire address could be reproduced verbatim.

He spoke of business as being, after all, but a matter of service. Riches were acquired but to enable one to demand service of another. But there were many kinds of service—one man buys from another, expecting a certain service, yet he who receives service there, give service in turn, elsewhere.

Mr. Perry saw no reason why Birmingham and Atlanta, "the twin cities," should not be in perfect harmony and lead the south—together. Cooperation—unselfish service—those are the things he brought out—are they not enough to make Rotarianism a success?

He was followed—after a veritable ovation and a toast—by John E. Shelby, international vice president. Mr. Shelby's address was also eloquent and full of inspiration. It followed the same lines adhered to by Mr. Perry. Frank P. Glass came next with a speech full of fervor and feeling.

A telegram was read from Russell Greiner, the international president, expressing regret that he could not be present, and giving a few brief encouraging words for Rotarianism and the Birmingham and Atlanta clubs. The hope was expressed that the visits between the Birmingham and Atlanta Rotarians would become annual events.

Wonderful Meeting.

It was a wonderful meeting, as all those present will readily agree, and did more to bring Atlanta and Birmingham close together than anything has yet done. The visitors were carried to the terminal in automobiles and left Birmingham at midnight, or very shortly thereafter, with a better feeling in their hearts for the Magic City than those hearts of Georgia had ever known before.

President H. B. Wheelock of the Birmingham club presided with President H. W. Anderson of Atlanta at his side while Rotarian John W. Sibley of Birmingham acted as toastmaster.

W. B. SEABROOK, *Assoc. Ed.*

BOSTON (Mass.).



We have started our season with renewed vigor and anticipation of a most successful winter. Our weekly luncheons began the middle of September after the Rotarians returned from their summer holidays.

This season we have planned the schedule of topics to be discussed at the luncheons. The following are a few of the subjects which may of interest to the other clubs: "Choosing a Location for a Store or Factory"; "Fitting up a Store or Office"; "Best Systems of Filing, Indexing, and Keeping Records"; "Interesting Systems of Accounting and Bookkeeping"; "A Few Valuable Hints About Store and Office Supplies"; "The Technical Side of Printing—A Glimpse Behind the Scenes"; "The Manufacture of High Grade Papers"; "What the Layman Should Know About Printing."

In order to vary the schedule, once a month we discuss some such light topic as the following: "What Gets My Goat"; "An Excursion Into the Land of the Unhappy."

There is appointed a different chairman and one or two speakers for each subject. In this way we hope to give every fellow member a chance.

The Entertainment Committee is organizing a Club Chorus, consisting of those who sing and those who think they can sing, in order to enliven our meetings.

For those who wish to avoid the inconvenience of paying cash for their lunch, we have had printed a series of coupon books, each coupon good for a lunch. These are numbered consecutively and bound in books of ten. The unused coupons can be redeemed at any time.

Many of the visiting bankers in attendance at the American Bankers Association Convention who are also members of Rotary Clubs in their home cities were entertained at a luncheon Tuesday afternoon, October 7th, in the Grill Room of the Copley Plaza by the Boston Rotary Club. Each guest was presented with a copy of the book "New England" and an attractive souvenir menu giving a list of all the Rotary bankers in the country.

John J. Martin of the Exchange Trust Company presided and after a brief speech in which he touched on the pending currency bill introduced Mr. Lester P. Winchenbaugh, President of the Boston Rotary Club, who extended a hearty welcome to the guests. In responding to this the visitors spoke highly of the many provisions that had been made for their entertainment. Other speakers were F. W. Baldwin of the National Reserve Bank of New York, Gorden Jones of the United States National Bank of Denver, S. D. Scudder of the Richmond Trust and Savings Bank and Ben G. Verner of the Old Detroit National Bank.

Considerable difference of opinion was expressed regarding the currency bill, several of the speakers holding that there were a number of elements of danger in it, while one or two felt that the proposed legislation was born in an unselfish desire

on the part of the administration to help rectify the financial situation, and that as good citizens they were willing to give it a fair trial. Mr. Baldwin of New York criticised several features, especially that which made it necessary for one reserve centre to loan to another and took the control of the depositor's money out of the hands of the banks who were responsible for it and made it possible to take the money accumulated in one section by frugality to help out other sections.

Gorden Jones of Denver said that he thought the smaller banks were in full sympathy with the general principles of the bill but considered that there were a number of amendments necessary to safeguard the interests of banks outside the large cities.

The monthly dinner was held in September and the new officers showed us from the start that we are going to have a most successful season.

The plans are rapidly maturing for the second Boston Rotary Club Show which is to be held at Horticultural Hall January 22nd, 23rd and 24th. This will be the biggest and best exhibit of its kind ever known.

Our Brother Rotarians who attended the Buffalo Convention wish me to thank all those who helped entertain them, for the hospitality, the kindness, and generosity which was bestowed upon them.

WINTHROP C. RICHMOND, *Assoc. Ed.*

BUFFALO (N. Y.).



When this strikes your eye you will probably say something like this: "Buffalo? Buffalo? Where have I heard that name before? Oh yes! That was the place where they held the Convention some time ago."

Yes, that is right. I did not think you remembered it. But we do and if you could realize the boost that the Convention gave us right here in our own little town, you would be in favor of holding a convention every year in every city where there is a Rotary club. Applications for membership are coming in so rapidly that we shall soon be obliged to work a day and night shift to take care of them.

The vacation season is now over and we are getting back to the regular routine. Faces we had almost forgotten are now showing up at our meetings and the attendance at our weekly luncheons is increasing right along. Business talks have been resumed, and are listened to with much interest. We are planning great things for the coming winter and expect this to be the best year ever. We have a very promising entertainment committee, it has been promising things for a long time, but we are still hoping for great productions in the near future and will advise you of these wise deliberations later.

H. L. HART, *Assoc. Ed.*

CAMDEN (N. J.)



It is apparent to all that Rotary in Camden is an established factor and that it has come to stay. Since the idea was first broached a little less than a year ago and a club finally organized in January, 1913, many of the wiseacres of the town shook their heads in a knowing way that was meant to convey the idea that the Rotary proposition was impractical. The opposition tried to dub the followers of the Rotary gospel as the narrow-minded club. But the Rotary idea has gone forward regardless until now it is becoming to be recognized as the city's greatest asset in the civic betterment of the general welfare of Camden. The live wires of Camden have been connected up through Rotary and the current is now flowing in one continuous stream.

To promote sociability a masquerade party has been planned for Thursday evening, October 30th, and dancing, games, stunts, ginger cakes, cider and other things galore are billed for that evening.

At the November monthly meeting the Rotarians will entertain the ladies and another big night is looked for. A special show has been arranged by Rotarian McCallum, manager of Camden's foremost vaudeville playhouse, at which seats will be reserved for all.

All of which goes to show that Rotary in Camden is a live issue.

HUBERT H. PFEIL, *Assoc. Ed.*

CHICAGO (Ill.).

September has been an unusually busy, interesting and instructive month for the Chicago Rotary Club. The attendance at our luncheons has been larger and more enthusiastic than for some time. The effects of the International Convention at Buffalo have been far reaching and widely felt. Our returned delegates have been so over-flowing with enthusiasm that it appears to have been contagious. As a consequence, many members of the Chicago club who have apparently not been awake to the great possibilities in every way of the Rotary movement are waking up. Many have failed heretofore to thoroughly appreciate the greatness and the scope of real Rotary.

At our evening meeting of September 11th, held at the Virginia Hotel (Rotarian), we had the pleasure of listening to a very interesting talk by Rotarian Frank L. Mullholland, Toledo. Brother Mullholland is certainly a self-starter, six-cylinder, ninety horsepower Rotarian with all the latest improvements. One of the most interesting and best attended ladies' nights in the history of the Chicago club was held Monday evening September 29th, at the Virginia Hotel. After the banquet the members and their ladies attended an entertainment given by the local Shrine Temple "The Mystical Musical Pageant in the Garden of Allah." The entertainment and banquet was handled by "Doe" Neff and everyone announced it a huge success.

On Saturday afternoon, September 27th, a large contingent attended the ball game at White Sox park, as a compliment to Charles A. Comiskey, owner of the White Sox baseball team, who has recently became a member of the Chicago Rotary Club. So far as we know, ours is the only club that boasts a baseball magnate among its membership.

Under the direction of the business promotion committee, we have had some very interesting booster talks at our noon-day luncheons during the month, the idea is to appoint or select from three to five men to give talks at a certain luncheon on the business of some other member. It is their duty to look up each proposition so as to be sufficiently well informed to properly boost the other fellow's game. These booster talks have proven very interesting, instructive, and of help to those boosted. The fraternal committee has been devising ways and means to promote closer acquaintance and relationship between the members. A member of the fraternal committee has offered a valuable prize to be awarded to the member who, during a certain period, say sixty days, has called on the greatest number of members at their places of business. Another plan is to have each man at a certain time during the luncheon arise, state his name, business and location.

While we are not making any organized efforts to increase our membership, we find that it is steadily and satisfactorily growing not only in numbers, but in quality and enthusiastic interest.

The following visiting Rotarians have pulled our latch-string and broken bread with us during September:

Brother Daniel Baum, Jr., president of the Omaha Rotary Club; Brother Albert R. Worm, Indianapolis; Brother Robert W. Hunt, Sioux City, Ia.; Brother C. A. Short, Los Angeles, Cal.; Brother W. C. Hampton, Columbus, O.; Brother C. W. Franklin, Denver, Colo.; Brother Paul M. Pope, Oklahoma City, Okla.; and last but not least, Tom K-E-double L-y, secretary of the Omaha Rotary Club. All of these visitors responded to a request "to say something." We learned much that was interesting and instructive.

Have you noticed how THE ROTARIAN is growing bigger and better all the time? Don't fail to read every word of that portion of the September issue referring to the Buffalo Convention.

FRANK R. JENNINGS, *Assoc. Ed.*

CINCINNATI (OHIO).



The brightest spot in the immediate future in the Cincinnati Rotary Club's view is the excursion to be made to Dayton Thursday, October 9th, to visit the immense plant of the National Cash Register Company. This excursion was arranged through the courtesy of Bert Alexander, who rep-

resents the company in the Cincinnati club. The "Rotary Special" will leave the C. H. & D. Depot at 11:50 a. m. and arrive at Dayton at 1:30 p. m. The train will be the finest equipped on the road. Paul Benedict and A. Schirellif. Dining Car Superintendent, will be with the party. Hofer's Rotary Band will accompany the party during the entire trip. The club will march from the Sinton Hotel to the C. H. & D. Depot and Chief of Police Copelan, an ardent member of the club, has promised to see that the members march right. Vice President Charles E. Roth will be in charge of the excursion and every one in Cincinnati at least knows that when Roth has charge of anything of this sort it always goes off with a tremendous whirl. Mr. Roth's associates on the committee will be F. J. Zumstein, R. J. Tingle, Frank Taylor and Paul Benedict.

The Cincinnati Rotary Club was heard from during Cincinnati's big Fashion Week celebration which occurred September 29th to October 4th. In honor of this event, in which the retailers of the city joined in showing that Cincinnati is the style center of the surrounding territory, the club held a Fashion Week Luncheon October 2nd. Bert Alexander of the club was made chairman of the committee which awarded the prizes for the best window decorations and the best decorated building, which prizes were given by the Fashion Week Club.

E. A. Seiter of the Fifth-Third National Bank and E. F. Romer of the Cosmopolitan Bank and Savings Company will attend the American Bankers' Association convention in Boston this month and will accept the kind invitation extended to all Rotarians by the Boston Rotary Club to be the guests of the club during the convention.

A Rotary Quartette is being organized.

Another innovation in the Cincinnati Rotary Club's Luncheons is the ringing of a big alarm clock promptly at 1:30 each Thursday. This clock was presented by George Newstedt and sits on the stage in the big room in which the luncheons are held and insures prompt adjournment at the stated hour.

The weekly notices sent out by the Secretary now carry the names of the members arranged in alphabetical order and describing the business of each. This is to facilitate wider acquaintance.

Frank Zumstein, former president, who attended the Knight Templar Conclave in Denver has just returned from a big swing around the circle from Denver to New York and then back to Cincinnati, during which time he visited a number of clubs and called on former President Mead at Philadelphia.

Secretary Wilberding of the Cincinnati Club is always at home to visiting Rotarians at the office of the club in the Neave Building and a cordial invitation is extended to all visiting Rotarians to call at the Official headquarters of the Cincinnati Club in the Neave Building, Fourth and Race streets.

CARL DEHONEY, Assoc. Ed.

COLUMBUS (Ohio).

September 26th marked the first celebration of Ladies' Night and it certainly was a winner. Fifty couples sat down to a sumptuous banquet at the Hotel Hartman after which Mr. George F. Burba, secretary to Governor Cox and a member of the Dayton Rotary Club, delivered the principal address. President Brown honored our first presi-

dent, Ralph E. Westfall, by rotating the duties of toastmaster to him and in his easy and clever way Ralph delivered the goods. Informal talks were made by F. O. Schoedinger and H. S. Warwick.

Rotarian Hadley, with his usual forethought, had attractive menu cards on the front of which these words appeared, "Look who's here! Our better halves—and in some cases a larger share. Ladies' Night—you won't have to square yourself for being out—she is with you."

One of the pleasing results of the evening's enjoyment was the written expressions of pleasure and congratulations which each lady was good enough to jot down upon a slip of paper before leaving. If any Rotarians from other cities read the publication, "Straight Dope," which is issued by the Columbus club, they will see for themselves what a successful and satisfactory evening was had. These remarks will appear in the October issue which will be mailed to all clubs in due time.

Here was one especially clever expression in rhyme (and, in the words of the authoress, "with apologies to In my Harem").

"Rotarians, Rotarians,
A club of jolly fellows,
And there never was a minute
Another club was in it.
Men who work, and men who talk, and men who like to
play,
Lots of splendid fellows and we could not stay away.
Rotarians, Rotarians,
We hope you'll have another
For the time we've had
Has made us glad that we
Could come and play with you every day."

The spirit of that verse verifies my declaration that our meeting with wives and sweethearts was highly successful and pleasurable.

H. S. WARWICK, Sec'y.

DALLAS (Texas).



A cigar is something to be smoked and not to be talked about, but the members of the Dallas Rotary Club were held for an intensely interesting half hour at a recent meeting by Mr. D. W. Marshall, who spoke on the subject of "Cigars and Tobacco." Mr. Marshall is manager of the retail store of the Southwest Cigar Co., and both surprised and pleased his hearers by an address that was instructive, interesting and illuminating. None of us ever knew there was so much to be said about the history, the production and the manufacture of cigars and tobacco goods.

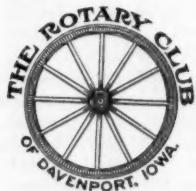
Meetings of the Dallas Rotary Club are anything but stereotyped. There is a program committee, of which Mr. J. M. Cullum is chairman, and this committee is "up nights" planning new and different stunts for each succeeding meeting. These programs add zest to the noon-day luncheons and are largely responsible for a regular attendance of 100 or more members every week. The Rotary club is acknowledged now to be the liveliest and best attended organization in Dallas.

The last meeting was a "First-Name" meeting, and everybody got to know everybody else by their first names. It made us all feel like boys again to

be called John and Dick and William, Elmer, George Washington and Alfred Tennyson, instead of the usual Mr. Jones, Mr. Beach or Mr. Lloyd.

LAWRENCE MILLER, *Assoc. Ed.*

DAVENPORT (Iowa).



Davenport has always been known as a good city in which to live. That peerless designer, Nature, in quest of an ideal spot for the master stroke, dallied beneath the aquiline nose of Iowa, and rapturously exclaimed, "There!"

The Davenport Rotary Club, appreciating the exceptional gifts bestowed by prodigal Nature, inaugurated during the early spring months a movement looking toward their fuller development. At that time W. T. Waterman outlined a plan of civic improvement which received the cordial endorsement of the membership. A committee, consisting of W. T. Waterman, H. M. Decker, A. F. Dawson, C. M. Littleton, and W. H. Korn, was appointed to formulate a working plan, and the "City Beautiful" movement was started on its way. The newspapers supported the proposition heartily, giving it the publicity necessary to insure its success.

To encourage home improvement—beautifying lawns, planting trees, flowers, fruits, and shrubs—the Rotary club offered \$300 in fifty cash prizes, ranging from \$50 to \$2.50. Mayor Alfred C. Mueller, honorary Rotarian, added \$50 in three prizes for the best kept back yard and alley. Another gentleman contributed \$25 anonymously—a special prize for best kept vegetable garden. Rules and conditions governing the contest were formulated, and more than four hundred entries were received. Rotary members and persons employing labor were barred from competition for prizes, but were given honorable mention. This rule proved most popular, and stimulated a healthy rivalry among the contestants.

City Park Commissioner Boehm, Curator Paarman, and Rotarian Duppert were selected as judges of the contest. The findings of the committee will be announced at Rotarian Kindt's opera house late in October, when it is expected a capacity audience will assemble to witness some interesting before-and-after views of city homes displayed on the screen.

Davenport Rotary Club's first "City Beautiful" contest has proved an unqualified success. Its results will carry in years to come. It has attracted much attention throughout the West, and Secretary Oswald Becker is working overtime passing the tip to interested Rotarians who are anxious to be wised up on the know how.

W. L. PURCELL, *Assoc. Ed.*

DAYTON (Ohio).

The past month marks the resuming of the activities of the Dayton Rotary Club and the election of officers for the new year. The election was held

on Thursday, September 18, and resulted as follows: President, Mr. J. A. Oswald, President of the Rotospeed Company, manufacturers of duplicating machines. Vice-President, Mr. George G. Shaw, President of the Dayton Paper Novelty Company. Secretary, Mr. George S. Blanchard, President of the Blanchard Structural Steel Company. Treasurer, Mr. Charles W. Slagle, Cashier of the Merchants' National Bank. We are proud of our officers for the coming year and their election is an assurance that our Club will have a successful year.

At the same meeting reports of the old officers were good in connection with the work of the past year and were received with enthusiasm. Mr. Scott Pierce and the other retiring officers have had a most successful administration and will continue to act in an advisory capacity. Mr. George Landis Wilson, President of the Chicago club was present at this meeting, being in attendance at the sessions of the National Association of Corporation Schools which was being held in Dayton at that time. Mr. Wilson gave a talk to the Corporations which was greatly appreciated.

W. E. HARBOTTLE, *Assoc. Ed.*

DENVER (Colo.).



The great wheel of Denver Rotary has been broken. Death has entered our portals for the first time, and quickly, but quietly has taken one of our most beloved and honored brothers. It was a shock to all Denver Rotarians to learn that after two short days of illness Charles Franklin, the attorney of the club, had passed into the great beyond. Rotarians who were at the Convention will no doubt remember Mr. Franklin, as he was the Denver representative. The club has lost not only a very enthusiastic booster, but a man that was a man.

A miserable rainy day did not daunt the Rotary spirit, as the most of the club attended the funeral. Mr. Franklin is survived by his wife, daughter and aged mother.

Rev. Elmer Higley, our minister who has been with us for almost a year, was transferred to Des Moines last month. We all feel that Des Moines has received a great gift from Denver and the Des Moines Rotary Club will make no mistake by taking Rev. Higley into its midst.

Meetings have been running along in their regular course, and have been enlivened by the good talks of Rotarian Plettner who represents the comptometer and Mr. Keene of the National Cash Register Co. Both explained in a very interesting way the growth, methods of business and product of the firms they represent.

A letter from the Harrisburg Rotary Club, thanking us for our hospitality to Dr. S. L. Shope, who was a visitor in our city for about a month, was received and we will say that we were duly repaid through the entertainment given by Mr. Shope's wonderful stories, and his delightful presence at our meetings.

GEORGE E. TURNER, *Assoc. Ed.*

DES MOINES (Iowa).



The Des Moines Rotary Club, at its meeting on September 10th, listened to the reports of the delegates at Buffalo, and a whole evening was devoted to them. The reading of Allen D. Albert's speech, delivered before the convention, was the feature of the meeting, and was voted the best presentation of Rotary principles that had ever been given before the club. The secretary was instructed to secure from International headquarters a copy for every member.

At the meeting on September 24th, U. S. Senator Cummings was present and addressed the club.

Rev. E. E. Higley, former pastor of the Grace M. E. church and a member of the Denver Rotary Club, was present and gave a very happy little address, and was, in turn, voted a good fellow.

A motion that had been presented at the previous meeting, that hereafter the Des Moines Rotary Club meet every week, instead of every other week, as it now does, was discussed. The reasons advanced for the motion were that this would insure visiting Rotarians the opportunity of attending the Des Moines meetings and thus add greatly to Des Moines pleasure and profit; but it was thought by some of the members that meetings every week would cut down the percentage of attendance, and that the sacrifice would be greater than the gain, and the motion was voted down.

O. R. McDONALD, *Assoc. Ed.*

DETROIT (Mich.).



Detroit Rotary is still receiving Thank Yous from the affiliated clubs who were our guests on the way to Buffalo two months ago, and the many kind expressions contained in these welcome letters are gratefully appreciated. We were all glad that the Big Rotary Party could spend even one day with us, and certainly feel that we received just as much pleasure in being able to entertain them, as they say they had in being entertained.

Our attendance at weekly meetings keeps up remarkably well, the average for eight consecutive months, including July and August, has been One Hundred Twenty, and our attendance at the first meeting at which the price of the luncheon was advanced to Seventy-five Cents was One Hundred Thirty-six, a gain of ten per cent over the average at the old price of Fifty Cents.

Our club had the honor on October 1st of entertaining Miss Jessie Bonstelle, an honorary member of the Rochester Rotary Club, and were favored with one of the finest talks that has ever been given to our members. Miss Bonstelle, we hope, will give this splendid talk to the members of

many more Rotary clubs throughout the country during the next few months, in the course of her travels with the Little Women Company, of which she is manager, and for the production of which play she is directly responsible.

At our meeting on October 15th, a Rotary Kaf-fee Klatsch was the main stunt, and the success of this feature of the meeting was due to Albert W. Perry, local manager of The Bour Co., who is our Rotary wholesale tea and coffee member.

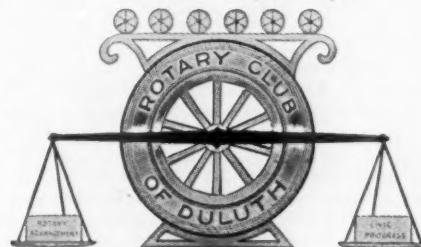
"Billy" Schuppel, President of the Spokane Rotary Club, was our guest a few weeks ago, as was also Harry Neely, of the same club, and we were glad to hear their words of greetings from the West.

E. J. Heckle of Cincinnati Rotary and Esau of Chicago Rotary were with us on October 1st. The spirit of Rotary Goodfellowship that is evidenced by these fraternal visits is always appreciated by us, and visiting Rotarians are here as in all other clubs welcomed at our meetings and we want Rotarians who are in our city on Wednesdays to be with us for the Rotary hour, twelve-thirty to one-thirty, at Hotel Cadillac. Nomination of officers for the coming year will be held at our November Business Meeting, November 11th, and if interest and enthusiasm are the qualifications practically our entire membership is eligible for election to all offices. Every week shows a stronger appreciation of the opportunities of Rotary, and the membership of Detroit Rotary Club is an *active* membership in the broadest sense of the word.

Plans are being perfected for the winter meetings that will insure the continuance of the present live interest that is now dominant, and detailed accounts of our doings will appear in later issues.

ELTON F. HASCALL, *Assoc. Ed.*

DULUTH (Minn.).



We gloat—hear us!

Unless you like to read about real things actually accomplished by Rotarians, skip this letter. If you like to know something about what Rotarianism can do and has done, read it.

Yes, it's Duluth again. And we have some thing to crow about, for we have just pulled off the biggest stunt, we believe, in the history of Rotarianism for any one locality. It was our second annual industrial exposition, and it was a corker—a humdinger, to put it mildly and intelligently. It jammed the big Curling Club building for a week, and the total attendance was over 100,000, which tells for itself something of what it was like.

For the benefit of the uninformed, let us add that it was all Duluth. It showed the things made in Duluth and grown in Duluth—including the people. It was a scene of beauty and inspiration—everybody said so, and nobody who said so lied. Manufactures, natural products, everything you

can think of, was there, from the famous Patrick mackinaws to the fruit-bearing banana tree that was exhibited to prove to all who saw that in spite of the occasional coolness here, Duluth is in the banana belt literally and practically.

There was just one drawback to the week's affair, and that was that it showed that Duluth's Rotary club either has got to hand in its efforts a little or build a bigger exposition building for next year's show. We've got our minds tilted in the direction of the bigger building.

Filiatrault—our own Ed—was the main squeeze in the affair. He was the head of the movement, and put the original life and energy into it. He is entitled to heaps and stacks of credit for it, and he is getting it. But he can't claim it all, for George Bate and several other members of the Duluth Rotary Club kept step with him in the work, among them being W. J. Betting, Geo. M. Peterson, Clyde W. Kelly, A. J. McCullough, and C. A. Gravis.

Of course the big feature of the affair was the "Home Products Dinner" that marked Friday of that week. It was some feed, and it proved beyond question the ability of Duluth to produce the things enjoyed by and profitable to the inner man, as well as those that comfort the cuticle and entice the eye. And the speeches—they were made in Duluth too, and they were some speeches. We wish we could reproduce them all here, but we know some other folks will want a little space in the magazine, and so will refrain. But they were high grade articles, and every one a boost for Duluth, and incidentally for Rotarianism as it is here exemplified. The dinner was no whit behind the exposition itself, and the exposition was no whit behind the dinner. In fact, both were typically Rotarian, and that means they were the best what is.

But we've been doing other things, too, in spite of the time and effort required for the annual show. For instance, William Burgess—"Good Roads Bill" we were tempted to call him—has finally got things lined up for his pet project, a system of county highways that will link Duluth even more closely to the world's greatest iron country. He has got the acquiescence of the county commissioners in a plan to spend \$100,000 on two splendid highways between Duluth and the Mesaba and Vermillion ranges, and he has got the other civic bodies to join in the work. Guess that's going some—what? Burgess' business is along electrical lines, and maybe that's how he is able to light on just the right button to push for all these things.

Then there's Brother Kienly—the man who spends his business hours selling "the kind you will eventually buy." Kienly is a good fellow—debonaire, jolly (in spite of his thinness) and full of energy, which probably is why he got into the Rotary club in the first place. Anyway, the Duluth Commercial Club, in looking for the best man to push its fall membership campaign, couldn't see anybody but a Rotarian, and that Rotarian was the "Eventually Buy" man. And his work in the Commercial club's behalf has tickled the less active members of that body all to pieces.

Of course there must be a limit to the space we can have, so we must cut this short, only speaking of the one instance in the Duluth Rotary Club in which any dissatisfaction has been expressed. That expression has come from our honorable president, Frank A. Randall. Frank isn't natur-

ally a kicker, but he's been grouchy for the last month because he hasn't fifteen or twenty pair of hands to look after the correspondence he has built up in his office as president. Fact is, Frank has hustled so much and to such good purpose that he is flooded with demands for information and advice, both as to Rotarianism and otherwise. He has made his office something vastly more than a figurehead, and is reaping the penalty—or reward, whichever you choose to call it.

At our meeting the other day the report of the committee that had charge of the annual exposition was read, and it got everybody enthusiastic. One striking feature of it was that there is money in the treasury and supplies on hand for next year's exhibition, and that the committee is already at work on that affair; and also that several of the local manufacturers have already reserved booths for next year's event.

Edward J. Woodison of Detroit, Mich., was with us at the meeting, and gave a most enjoyable address on Rotarianism. Before the meeting ended, the members overwhelmingly voted down a motion to abandon the night meetings, the belief being that since some of the members can come more conveniently at night than in the daytime, the spirit of Rotarianism demands that we consider them in our plans and activities as well as the others.

That's us and our principle of action—DO IT AS ROTARIANS SHOULD—and that means the best it can be done.

WILLIAM F. HENRY, *Assoc. Ed.*

HARRISBURG (Pa.).



Did you think that the Harrisburg Rotary Club had lapsed into that condition that President Cleveland so aptly named? Not so, the club is very much alive, but contrary to its usual good judgment, both collective and individual, it elected a high school principal as associate editor. This particular associate editor was out of the city from June 15th to September 3rd and consequently very much out of touch with Rotarian affairs. Rumor has it that Rotary struck a high spot or two in June and July. I presume they did, for these Rotarians are alive. I do not know an organization that is more so.

The first September meeting was held at the tailoring establishment of Rotarian Fred Lack. Here for the first time the club adopted the "first name" idea and the air was full of Toms, Dicks and Harrys, not to forget a few Daves, Willies, Georges, James and a Sherm. Some of us had not heard our own first names for thirty years I imagine. We voted it a good idea and are keeping it up. "Fred" has the clothes and proved it by showing the wool, washed and unwashed, spun and unspun and Secretary Fry as the best living model for the Lack clothes that can be found in the city. Incidentally they called the associate editor to account for apparently having slept

through the summer, showing that Rotarians read *THE ROTARIAN*.

September 23rd, twenty-eight Rotarians, including President Musser and Secretary Fry, motored to Reading. That is another fixed custom of this Rotary club, the millionaires take along their poor brothers. No one has to walk. At Reading they assisted in the organization of the Reading Rotary Club which starts with 52 representative and active business men. Ex-President Glenn C. Mead of the International Association and Ex-President V. Clement Jenkins of the Rotary Club of New York were present and addressed the club. Mr. Jenkins intends to make his home in Reading.

October 7th was Convention Night, when Secretary Fry, our delegate to the Buffalo Convention, made his official report. It was three inches thick and twice as long as my arm. It was filled with fine ideas that Howard says he is going to suggest that the club adopt.

General Committeeman and President John S. Musser and Ex-Vice President Dowdell also reported their impressions of the Buffalo meeting.

The club is about to start a, to us, new plan of one meeting per month in connection with a dinner served at 6:30 o'clock.

From what I have written do not think that the Harrisburg Rotary Club is all play and no work. If that were all, membership with such a lot of good fellows would be worth while, but I am sure that as the letters go on you will be able to read of good business done—just as you have read in the past.

By the way, are there any other high school principals in the Rotary club membership? I should be glad to hear from any of them personally. Perhaps we can contrive how we can best "keep up" with the "real" business members.

W. SHERMAN STEELE, *Assoc. Ed.*

HOUSTON (Texas).



Houston's male representation at the Buffalo Convention were guests of honor at a jubilee banquet tendered the entire Rotary club membership at Hotel Bender, the night of September 19th, for which Landlord Bryon Swearingen was host. There were several splendid musical selections, more or less humorous talks by each of the Buffalo delegation and a splendid address by City Commissioner J. J. Pastoriza, who has made Houston's taxation system internationally famous. Visiting Rotarians from Dallas, San Antonio, and Galveston were present.

The next night meeting is to be a "Hallowe'en Party," Friday, October 31st, and will be in charge of "The House of Henry" (all the "Henry's" and "Harry's" of the club as committeemen). Numerous prizes to be contested for is a special feature, the election of a successful contestant in the "Ugliness" contest. Several Rotarians are candidates for this unique distinction and an interesting campaign is now going on.

During the past month we have entertained International Directors Stearns, of Tacoma, and H.

J. Hays of San Antonio. Many other out of town Rotarians have attended recent luncheons.

Late technical talks have been on "Wood Preservation," "Gas," "Value of Organization" and a splendid appeal on "Government Reclamation Work" by our new city engineer, Sands.

"Prexy" Cornell reports a splendid organization in the new Rotary club at his former home, Terre Haute, Ind.

Houston naturally awaits with some anxiety and much interest the result of the referendum votes from the affiliated clubs for the next year's convention city.

HARRY VAN DEMARK, *Assoc. Ed.*

JOLIET (Ill.).

The Rotary Club of Joliet hereby extends its first greetings to the various clubs in the International Association through *THE ROTARIAN*. Rotarians should remember that there is now a new spot on the Rotary map where visiting Rotarians are invited to come and borrow the keys of the city.

The Joliet Rotary Club is composed of 25 representatives of the various interests of the "Steel, Stone and Waterpower" city. As an independent club it existed approximately two years before affiliation with the International organization. It became a member of the International Association shortly before the Buffalo convention at which meeting it was represented by a complete delegation. The report of our delegates has aroused the club to the utmost pitch of enthusiasm in the Rotary movement and the Joliet club is deeply interested in the formation of a state association, which will probably be effected before the publishing of these notes.

The year of 1913-14 for the Joliet club opened with the meeting held the first Tuesday in September. Meetings are held regularly on the first and third Tuesday in the month at the Hobbs hotel at 7 o'clock. Midweek luncheons are held each Thursday at the same place. Visiting Rotarians are invited to drop in on either of these meetings.

Officers for the year were elected as follows: President, Vaughn W. Brooks, chief despatcher of the E. J. & E. railway; vice president, John B. Anderson, attorney; secretary, James Bannon, assistant city engineer; treasurer, Edwin Lennon, city collector.

A city wide movement for the development of Joliet's waterpower, which amounts to \$1,000,000 annually, now going to waste, in addition to what is already developed, had its inception at a meeting of the Rotary club September 23rd. Since then almost every organization in the city has taken up the movement. Mayor Wood, who fathered the movement, and Rotarian Arthur Lennon, attended the meeting called by Governor Dunne, to straighten out the tangle between the various interests involved in the water power rights.

The Joliet club emblem has not as yet been decided upon but it is hoped that by next month that it will appear at the head of these items.

The Joliet club will be pleased to furnish information to anyone desiring to take advantage of the exceptional opportunities this city offers as the site for manufacturing concerns.

And to end as we began, to the clubs of Rotary, one of which we but lately became. Greetings!

LEONARD H. FREDRICKS, *Assoc. Ed.*

KANSAS CITY (Mo.).



OF KANSAS CITY

Kansas City Rotary has a new president, W. E. Glenn, who made a hit at his first meeting. He introduced the new officers and they pledged undying allegiance to Rotary. W. E. Schilling the new "vice" president was introduced and he introduced "W. E. Schilling," "Schilling" said that Schilling had only two vices—one Rotary and the other insurance. "Schilling" promised for Schilling that Schilling would make good at vice.

Retiring president Burton J. Pierce's valedictory was an able pronunciation of Rotary. Pierce was given a handsome Oriental rug in appreciation of his work.

Chesley R. Perry, "came, saw, conquered." Perry made one big hit. In his talk at the Rotary luncheon October 2 he plead for a bigger, better, broader spirit in Rotary. His was a talk to spur us to greater things. Now Perry watch us make good!

A big dinner is planned for October 30. Kansas City expects to entertain all the live clubs of the great Southwest. International President Greiner has planned to bring Frank L. Mulholland of Detroit here. Mulholland is a masterful speaker and his visit is expected to put a big dash of ginger into the club members and the club delegates who are fortunate enough to hear him.

A. S. Hutchings, the defeated presidential candidate in our recent election, has been named by President Glenn as chairman of our Entertainment Committee. "Hutch" is sure to give us the best programs Rotary has ever known. We are glad now he was licked.

A few congenial spirits gathered Perry in and gave him a little "special" dinner. Then those present sat back and listened while Perry told the history of Rotary, inside and out. The evening was most enjoyable and instructive. Every club should have Perry tell the "inside" of Rotary.

(Say, Brittain, quit your Kidding.—Perry.)

Retiring Registrar General W. S. Claggett submitted a report of some sixteen pages and cover. The report contained the same number of words as Elbert Hubbard's Essay on Silence. Write Claggett for a copy if interested.

F. L. BRITTAINE, Assoc. Ed.

LINCOLN (Neb.).

The Lincoln Rotary Club, with its membership of 157 business men, has resumed activities for the coming fall and winter months, the first meeting having an attendance of over one hundred members at the noon dinner, September 29th. The splendid interest that maintained through the last year promises to be on tap through the coming year. The club is amending its constitution, simplifying in some ways the procedure followed heretofore, especially in the election of officers, although no change is made in the vital principle

of having every member express a choice as to who he would like to have in official positions and providing for an Australian ballot by mail for all officers of the club.

In matters of general public interest for the city of Lincoln, the club will be active as heretofore. It has been felt by business organizations of the city for some time, that the antiquated and wholly inadequate terminal facilities of the Union Pacific in Lincoln should be improved, and to that end, the Rotary club has joined with the Commercial Club of the city and the city officials in putting out strong resolutions, requesting action along this line and presenting them to the officials of that road.

At the last noon day meeting, an invitation was read from the Sioux City Rotary club, inviting as many members as possible to be with it on its anniversary day and at the banquet in the evening. While the date falls at a time when there are home activities demanding attention, an effort will be made by a number of Rotarians to accept the invitation and enjoy an evening with their Sioux City brethren.

H. M. BUSHNELL, Assoc. Ed.

LOS ANGELES (Cal.).



We are all settled down after the Convention doings. All of our delegates are back; each and every one report the inspiration that the Convention produced. The funny thing about this inspiration is that the returning wanderers are unable to pass it along in the proper measure, and while they feel that they have gotten the up-lift, they are hardly able to make anyone else understand exactly what it is. Our delegates scattered after the convention and returned in as many different ways as it was possible for all members of the coterie to take. The Los Angeles club was represented by members returning through New York and by steamer to New Orleans, thence over the most southerly route, as well as over the Canadian Pacific which is practically the most northerly route from this vicinity.

Within a few days after the delegates departed from Los Angeles, our "Beloved Roger" unexpectedly announced that he was starting immediately on a trip of indefinite length for absolute rest; his announced destination was Honolulu. Some members of our club have wondered what our former secretary, Bill Stephens, found in Honolulu, when we sent him there, to cause such an exodus from Los Angeles to that point. Our president has returned now, and we are just getting out a special notice showing the pirate flag with the wording underneath "The Jolly Roger again at the head."

Within the last few weeks the club has entertained several out-of-town Rotarians, San Antonio, San Francisco, Spokane, Tacoma and Sioux City being represented.

At our last week's meeting two of our members created a sensation by having a leather-lunged newsboy cry "Extra" after the crowd was seated. These two members occupy quarters in a building devoted to upstairs retail stores. The type of building itself is new and we are informed that there is nothing like it anywhere in the country except Chicago and New York. Every hallway is practically a little Broadway in itself. The extra gotten out by the Rotarians was an announcement of the fall fashion show in this upstairs shopping district. The fall fashion show is an institution peculiar to Los Angeles, being several days and evenings set aside by the retail merchants for special window displays and openings. The merchants joined hands with true Los Angeles spirit and put the thing through, to the wonder of our Rotarian friends.

At the beginning of the quarter a rather severe jolt was handed some of our members when they received the regular weekly notice showing their individual attendance records for the past quarter. Ever since, the secretary's office has been deluged with excuses and apologies for meetings missed and promises of more regular attendance.

Assoc. Ed.

LOUISVILLE (Ky.).



The Louisville Rotary Club has joined the ranks of the organizations which are issuing papers, and has begun the publication of "Sparks," which is intended not merely to chronicle the events of the club, but also to make more effective the "boosting" of members and their businesses. The first issue was brought out at the suggestion of President Frank P. Bush, largely as an experiment, bulletins issued by the secretary having been the only manifestation of printers' ink in the club heretofore. It made a big hit, and the club has decided to make it a permanent feature.

One of the plans used has been the sale of the space on the back cover page of "Sparks" for advertising purposes. This is the only part of the paper given up to advertising matter, and the space therefore is at a premium. It is sold at auction, the space for each issue being disposed of at the meeting preceding. The auctioneer is Arthur W. Kaye, and he garnered \$21 for the page on his first attempt, Henry M. Coons, the fire insurance agent, and Truman L. McGill, the jeweler, getting the spaces. It is predicted that much more will be realized at the next attempt.

The paper is departmentized, the various committees, including those on membership, boosting and program, having space, while the president and secretary are also given a chance to tell what they know. The paper is in charge of the publicity committee. While it is issued at present twice a month, as but two meetings a month are held, it is likely to grow into a weekly, as there is talk of increasing the number of meetings of the organization.

The last report of the \$5 bill which is dedicated to the purchase of Rotary goods was that the Rotary banker, A. S. Rice, of the Southern Na-

tional, had it. Everybody is wondering how he is to pry it loose from the bank without one of the examiners raising a howl.

L. H. Amrine, chairman of the Program Committee and manager of the Louisville branch of the Underwood Typewriter Company, has been promoted to a post in St. Louis, much to the regret of the Louisville club, which is losing an exceptionally live member. President Bush has appointed L. K. Webb, of the Cumberland (Bell) Telephone Company, to his place as chairman of the committee.

The Louisville Rotary Club has been receiving the papers issued by the various organizations, and enjoys reading them. Clubs not receiving "Sparks" can be placed on the mailing-list by addressing Secretary C. H. Hamilton.

G. D. CRAIN, JR., Assoc. Ed.

MADISON (Wis.).



Madison's standing as an educational center and a city of natural beauty is generally admitted to be "some pumpkins." Commercially we are just arriving. The births of the Rotary club and the Madison Board of Commerce occurred shortly after the spring equinoctial storms and the arrival of these two lusty booster infants indicates that the spirit of Business Enterprise has caught us squarely.

Following the resignation of John C. McKenna as our first president, the club elected Clifford McMillen to succeed him. Rotarian McMillen is a member of the firm of Sheksbesky and McMillen, general agents for the Northwestern Mutual Life Insurance Co. He has been particularly active in Rotary work. Delegates at the Buffalo convention will remember him as the blonde Adonis who didn't miss anything.

Madison Rotarians were recent guests of John Cantwell at his summer cottage on Lake Mendota. A vaudeville program contributed to the pleasures of the evening. The following Rotarians appeared on the bill: musical selections by J. R. Cantwell; monolog, Dr. C. G. Dwight; eccentric dancing, Statz and Welton; rapid fire conversationalists, Hagen, Helstrom and Horstmeier; song solo, "My Gal Irene" by Bob Nickles.

Visiting Rotarians are cordially invited to meet with us at our Thursday noon luncheons at the Elks club.

R. J. NECKERMAN, Assoc. Ed.

MILWAUKEE (Wis.).



At the last meeting held at the Hotel Pfister, the question arose as to the advisability of amending the constitution so as to admit representatives

from public service corporations. Mr. Martin Rotier, chairman of the Membership Committee, moved that this part of the constitution prohibiting the membership of public service corporations be eliminated, and his motion was passed unanimously.

The first member admitted under this new ruling was Mr. Charles Thompson, the General Passenger agent of the Chicago and Northwestern Railway Company. Mr. Thompson is a man of unusual ability in the railroad business, and will be a valuable addition to the club.

In addition to this, representatives of the Milwaukee Electric Railway and Light Company, Milwaukee Gas Light Company, and the Wisconsin Telephone Company, are now eligible to membership, and the club feels that the influence of this representation will be in line with progressive thought and constructive business management.

Rotarian J. P. Keenan, the secretary of the Citizens' Business League, has urged that the club take a definite position regarding the management of the Milwaukee Auditorium. This large convention hall is owned jointly by the city of Milwaukee and individual stockholders, each holding about one-half of the stock. The plan urged by Mr. Keenan is to have all stockholders turn over their stock to the city, so that the sole control of the auditorium will be in the hands of Milwaukee common council. In this way the Auditorium would not be run for profit, and national conventions would be allowed the use of the hall without payment. The Citizens' Business League feels that this would be an attraction, and help bring large conventions to Milwaukee.

GALBRAITH MILLER, JR., *Assoc. Ed.*

MINNEAPOLIS (Minn.).



Echoes of the Buffalo Convention were perhaps stronger in the Minneapolis club than in most of the others. The whole delegation came back full of the enthusiasm and inspiration of that great gathering, and was given a royal welcome by the men who stayed at home. The club was especially proud and happy to welcome back Allen Albert, who had to give again the speech which received such a tremendous ovation at the convention.

With a membership of 197, the Minneapolis club is proceeding very slowly and carefully in its selection of new members. We act upon the principle that Rotary, if it is anything, is intensely personal and that it is much more important to get big, strong and brotherly men than it is to try to get every possible line of business represented.

At our meeting on September 19th, James F. Shearer of the Minneapolis bar gave an exposition of the Workingmen's Compensation Act recently passed by the Minnesota state legislature. The question was of especial interest to employers because the law makes it optional as to whether they will come in under its provisions or not. In case any employer elects not to come in, however, he is automatically deprived of all common law defences in case of any accident or injury.

Rotary programs seem to vary with the seasons of the year with us. For a while last winter every meeting was a "high jinks" affair and everybody

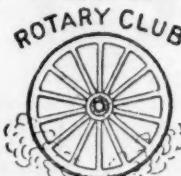
was in for a hilarious time. Lately we have been turning to rather serious and interesting subjects of discussion. On September 26th Simon Meyers and Prof. Schaper presented the arguments for and against the new city charter which has been proposed for Minneapolis and which if passed, would commit the city to the commission form of government. The matter will be decided finally in an election to be held soon.

Leon Warner, one of our members who was forced to leave town while convalescing from a severe illness, had an enormous correspondence to handle for a while. Every Rotarian wrote him a postal to cheer him up a little, and Leon reports that all of these little cheers made a great big cheer for him.

We had a tin wedding in our club the other day. Charley White, who runs a jewelry store in our town, and who, from seeing the kind of women men brought in to buy engagement and wedding rings for, had become a confirmed mysogynist, at last surrendered his sacred bachelor privileges and took unto himself a wife. He did it on the sly but we found out, and at the next meeting every member of the club brought a useful tin present for Charley. They put their offerings about Charley's chair and he had to be dug out before he could go home. A wedding ring, 8 inches in diameter, with twelve real carrots in plain sight, was among the gifts.

H. U. NELSON, *Assoc. Ed.*

NEW ORLEANS (La.).



The first dinner meeting of the fall season was held at the DeSoto Hotel, with a full attendance and much enthusiasm was displayed.

The table was beautifully decorated with flowers and plants furnished by Rotarian Papworth, of the Metairie Ridge Nursery Company.

The business meeting was held at the Electric Appliance Company, Rotarian Churchill, the manager, being the host of the evening.

After the meeting the members were taken over the plant and had everything explained. We now feel confident that the Rotarians know more of electric appliances than heretofore.

JOHN T. CREBBIN, M. D., *Assoc. Ed.*

NEW YORK (N. Y.).



During the month of September very little of interest transpired in Rotary with the exception of the exchange of business among members. As our monthly meetings are held on the first Tuesday of each month and as that falls on the 7th I am deprived this month of reporting the October meeting until November, as my letter must be in by the 5th of the month.

However, we have had a little excitement during the last few days due to the Conference between the Physicians and Pharmacists of the city and state, at the first annual Drug Trade Exhibition, and as I informed you in a previous letter, through the courtesy of Mr. Lamb, our Rotarian druggist, we were given a booth at this exhibition, where all the members were invited to display their names, pass out their cards, and where literature on the great, grand, glorious and never to be extinguished principles of Rotarianism were disseminated among the "hoi poloi" of numerous counties of the state of New York.

One Rotary member Dr. E. E. Smith (chemist) gave an illustrated lantern slide lecture Saturday night on the subject of Mineral Water which was received with great enthusiasm and which was indeed a very scientific and profound exposition of our present knowledge of the subject.

The following notes from the Chairman of the Conference will give an idea of the character of the meeting and may be of general interest:

Scope of the Conference.

The practices on the part of physicians which are condemned by pharmacists and practices on the part of pharmacists which are condemned by physicians will be grouped under seven general topics:

First: Consideration of the physicians who make a habit of prescribing habit forming drugs and the pharmacists who sell these drugs indiscriminately.

Second: The physicians who dispense their own drugs and usually of a most uncertain strength and purity and the pharmacists who "counter" prescribe in certain cases.

Third: The physicians who criticize to their patrons the charges on prescriptions and the pharmacists who criticize to the patrons the charges of the physicians.

Fourth: The physicians who question and criticize the ability and integrity of the pharmacists and the pharmacists who criticize and question the ability of the physicians.

Fifth: The physicians who write careless, unscientific and unethical prescriptions and the pharmacists who fill the prescriptions in a careless and unscientific manner.

Sixth: The physicians who make a habit of prescribing proprietary medicines and the pharmacists who promote the sale of patent medicines.

Seventh: The pharmacists who substitute different ingredients in putting up prescriptions.

Any one of these charges with its corresponding counter charge offers abundant food for thought. It is hoped that as a result of the discussions at this conference, steps may be taken toward securing legislative relief in some instances.

With these few paltry crumbs from the New York Table of Rotary you will have to be content until next time.

J. LEFFINGWELL HATCH, M. D., Assoc. Ed.

ROTARY SELECTS ITS MEMBERS.

"But the mischief of it is that you can't become a Rotarian by seeking it, even diligently and with tears. There is a saying that some are born famous, others achieve fame and others have fame thrust upon them. Not so with Rotarianism; you can't be born a Rotarian nor can you achieve Rotarianism—you must have it thrust upon you."

—The Maritime Merchant, Halifax, N. S.

OMAHA (Nebr.).



Whew! Some Ree-Vival back in Buffalo. Our delegates are back. President Daniel Baum returned so full of enthusiasm over the religion of Rotary that we now think of Billy Sunday as a deaf-mute at a Fourth of July celebration. When any business comes our way from a brother Rotarian we are almost afraid to accept it. I said almost.

The evening of September 24th was to be the big night for the Omaha Rotary ladies. Way out at Carter Lake Club. There were scheduled fat man's, three-legged, free-for-all and gourches races. Also some boating, bathing and bowling. Then the big feed. Soup that sets aside the action of the various hair tonics. Superior fish, overfed young ducks and a baked apple with jelly where the core ought to be. And a lot of other fixin's. But it rained. Doggone it! And we had to call it off. However, as soon as Mr. Equinox goes around the corner, we'll make new plans.

We are using the same care in the selection of our new members that the desirable young maiden uses in choosing her mate. "Desirable young maiden!" Get me! We are not like the old maid on the telephone—"Will you marry me?" said the voice. "Yes, who is it?"

Our genial, smiling club secretary (sounds like the Hyannis Times) Tom Kelly, the insurance man, was a long time getting back from Buffalo. Nor does he give a detailed account of his doings. Some say he put in his time between Zion City and Elbert Hubbard's farm.

By closely following the teachings of Rotary regarding efficiency and service, one of our members has reduced his annual running expenses over \$3,000.

Another member has reduced his running expenses something over \$1.87 by staying home nights and writing these letters. Now all together! "Why not just stay home?"

Our club is now detailing its members to call on each other. This is the true Rotary spirit and the majority of us are making good. One member jarred loose from his office rather grudgingly to go up the street a few blocks to say "Hello" to another member. While there he received a suggestion and followed it up with the result that he will add over \$100 to his receipts and almost no extra expense.

J. B. FICKES, Assoc. Ed.

PATERSON (N. J.).

The first get-together of the Paterson Rotary Club for this season was held Thursday night September 25th at Crawford's restaurant, and was well attended. After the usual meal had been served the business of the meeting was taken up; W. D. Plumb in the chair, with Charles E. Howard as acting secretary in the place of Walter Mills, who was ill. With the business of the evening over, the members listened to a practical talk from Brother Jordan on the making of a piano and piano players, his remarks being il-

lustrated with an upright piano which was taken apart and put together by James Campbell, one of Mr. Jordan's assistants. A box of Rotary Club cigars presented by Fred Lankering, who has just introduced this new brand, was won by William Weida and a box of carbon paper presented by W. D. Plumb, was won by Mr. Campbell.

The guests of the evening were the Rev. J. F. Shaw, of Trinity Methodist Episcopal Church, and James Campbell, who appeared to be highly interested in Rotarianism and what it stands for.

W. B. BRYANT, *Assoc. Ed.*

PEORIA (Ill.).

The first chirp from the Peoria Incubator, is a very modest little whistle, but lungs and toe-hold are ours, and while it ill becomes a club to make a noise while buckling on its armour we feel we have the "makings" of one of the liveliest clubs that the good blanket of Rotarianism is enveloping. A lusty and husky kid makes its initial bow and if before the Doctor arrives he throws a few fits and spasms, the nurses will be expected to do their duty and see that it goes way back and sits down and takes its proper fanning in proper spirit.

Every meeting has been filled with enthusiasm, and the succeeding meeting is looked forward to with delight, because we have come to expect at each meeting a treat worth while. Talks have been given on Bradley Institute, by George R. MacClyment; Foolish Patents, by George Bean; Modern Dentistry, by Dr. W. A. Johnston; Child Welfare Movement, by Dr. C. U. Collins; Vehicles and Their Present Field, by Chas. Wagner; Humorous Sketches, by P. G. Rennick; The Effect of the Present Tariff on Woolens, by R. B. Bradley; Life Insurance, by Guy Goodfellow; Our City Electric System, by Chas. A. Hoppin; The Relation of the Business College to Business, by S. B. Price; The Clearing House; Its Operation and Necessity, by Wm. C. White, and other talks on topical subjects have made the weekly meeting worth while from the many different angles. In this initial letter we shall not have the time or space to give any very particular comment on any of the above talks, but each was interesting and instructive, and the Entertainment committee has been happy in its selection and the responses thereto.

We are working along a very proper channel and as we get into proper line, we hope, to do our part toward extending the benefits of Rotarianism, and we will probably send along at odd times some particularly good gem that has come into our keeping that the other clubs may have the benefit thereof.

ROWAN RAY, *Assoc. Ed.*

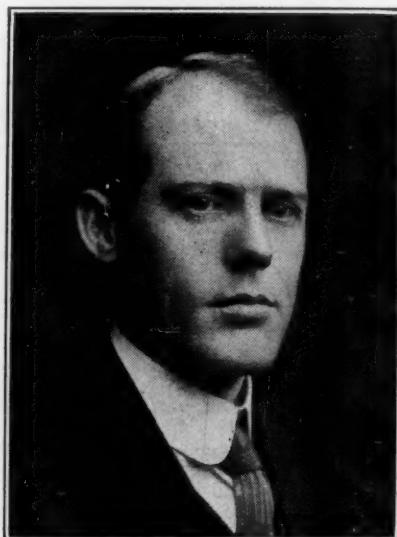
PITTSBURGH (Pa.).



"The survival of the fittest" is our latest slogan and by its enforcement, our club has been benefited. We say "If you have no interest, you needn't come around" and if they don't, they are relegated to the ash-heap. We want only live coals. I presume you are doing this—if you are not, do it. Your club will profit.

Our activities during September are a source of pride. The attendance at our luncheons grows constantly and the Rotary spirit runs through our veins more rapidly than ever before. Many reasons might be assigned but chief among them, might be mentioned Dave Farrar's and Duffus' reports on the Buffalo Convention. They were there and before they got through, all of the members imagined they were there too. We will have reports from other members who were at Buffalo.

Other clubs may be interested in knowing of our new weekly publication, which we have dubbed "Live Steam." This small pamphlet purports to be a source of interest and information to all of our members, containing pertinent remarks on various members; also reports of cabinet meetings; announcements of our next meeting and also who will be the speaker or what the members may look for at the next meeting. Briefly, this is a description of "Live Steam" and its effect on our club has been very manifest and has served to bring many members to a thorough realization that



R. A. HAYS,

President of the Pittsburgh Rotary Club and Head of the Pittsburgh Butter and Egg Exchange.

they can't afford to miss any meetings. The secretaries of all the clubs are on our mailing list and should be receiving copies of "Live Steam" every week. I believe it would behoove you to examine this publication in order to obtain a better conception of its virtues and would recommend the adoption of the same idea in every club not already possessing a paper of this sort. You will find that it will work wonders.

Pittsburgh is located in Allegheny County and the week commencing September 21st was the county's 125th anniversary. Pittsburgh celebrated—a parade every day. Friday the 26th was Civic Organization's Day. An automobile parade of the civic bodies traversed our streets. Our club had thirty cars in this parade, each machine being adorned with two flags and two Rotary pennants. We had a truck on which was mounted a very large wooden cog wheel, symbolic of Rotary. "Cast

ROSTER OF THE REAL ESTATE SECTION OF THE INTERNATIONAL ASSOCIATION OF ROTARY CLUBS

Membership dues in this section are \$10.00 per year, payable semi-annually in advance. This covers advertisement monthly in "THE ROTARIAN." Send membership to A. S. Adams, Secretary, 204 Grand Building, Atlanta, Georgia.

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W. C. SCHUFFEL, Neely & Walker Investment Company, Irrigated Lands, Orchards, Farms, and Suburban Homes, 204-207 Paulsen Building.

Tacoma, Washington.

W. G. STEARNS, Real Estate, Chamber of Commerce Building.

CLASSIFIED BUSINESS ADS

THE ROTARIAN will introduce soon a new advertising feature—small 2, 3 or 4 line ads of manufacturers, distributors, etc., classified according to the various lines of business.

Get the Secret of Leadership

There is a royal road to business success. The man who knows how to obtain and apply the knowledge and experience of others wins out every time. Instead of wasting months or years working out the problems of business for himself, he takes the results that other men have found and proven right.

Hundreds of thousands of hard working, able men are burning up their ability because they do not know how to use their mental strength.

What the Sheldon Course

Really Is

The new Sheldon Business Building Course is the concentrated, classified knowledge of over 50,000 successful men.

It is not merely theoretical but absolutely practical. Every method, every statement, every principle has been proven thousands and thousands of times.

The new Sheldon Course reduces business to an actual science for the first time. It classifies and teaches the laws that every successful man must sooner or later learn and obey.



The Sheldon School

1388 Republic Bldg., - Chicago, Ill.

What This Course Offers to You

Right now there is some obstacle that seems to slow you up, to hinder your way to success. Sooner or later you may solve the difficulty for yourself. Sheldon will teach you how to re-inforce your own experience by applying basic laws and principles that will multiply your efficiency many fold.

Send for the Key

The knowledge that has lifted thousands from mediocrity to success is waiting for you right now. The coupon below or a postal or letter will bring you the interesting Sheldon literature with detailed information. It will only take a minute to find out—it may mean all the difference between a small success and a big one.

THE SHELDON SCHOOL,

1388 Republic Building, Chicago

Please send me FREE copy of "The Service Idea," giving full information regarding Sheldon methods.

Name

Street

City, State

Iron" Spilker furnished this emblem, which was a pattern wheel from his foundry. Dunn, our auto member, furnished six machines and the truck. Due credit should also be given Chairman Voss of the Publicity Committee and others for their untiring efforts in behalf of the club for the success of the parade.

Burgoyne, our candy "kid," gave us a treat to some of his bon-bons, etc., and also elucidated some of the various processes of candy manufacturing at our last meeting. Rall of the Pittsburgh Piping and Equipment Co., favored us with a talk on piping and pipe installation. He had occasion to refer to "Live Steam" occasionally. How could he evade it?

President May stayed with us long enough to get things moving nicely and then went abroad for a six weeks vacation. Oscar Taylor, our attorney who is commander-in-chief of the Spanish-American War Veterans, was conspicuous in the big military parade in Buffalo on September 4th, held in commemoration of Perry's victory. Bob Hays, formerly with the Fox River Butter Co., is now in business for himself. He has a half page "ad" in this issue. He is a live wire.

Hirsch of Toledo, Russell of Buffalo, Armisher of Dallas, Texas, and Beck of New York City were recent visitors. Drop in any time, we all like to bask in the sunshine of your pleasant smiles.

W. DE COURSEY, *Assoc. Ed.*

PORTLAND (Ore.).



One minute salesmanship talks have awakened a great interest among the members of the Portland Rotary Club. A gold medal is awarded each week to the winner in the five-cornered contest. The week the successful salesman is bedecked with the medal an effort is made to see if he really can sell goods at his place of business.

Vice-President J. C. English won the medal the last week in September. He deals in electrical lighting fixtures and in one minute figured to the satisfaction of all present how he could cut the electrical illuminating bills in the room where the luncheon was being held at least 40 per cent, and at the same time give better light in every corner of the dining room. In the one minute, many of the luncheon guests gained much knowledge that may be of benefit in the reduction of electrical bills.

President C. V. Cooper, who threatened to win some motor boat honors in the Middle West, had the misfortune to have his boat sink in the second race. He has not lost courage and is planning a speed boat for next season,—in Portland, with our balmy winter, that means right away.

In one of the recent salesmanship contests Louis Hamig, of the Weinhard Brewery, attempted to let actions speak louder than words and believe me—Louis is some actor. There was a corkscrew and other things beside each cover. Rev. Dr. Boyd, of the First Presbyterian church, did not attend that luncheon. He was on his apple ranch near Hood River making cider.

Behind the movement to deepen the bar at the

mouth of the Columbia river for the advent of ocean liners through the Panama canal, the Portland Rotary Club is one of the most powerful influences in the Northwest. This topic has been discussed from practical points of view at the last two luncheons and the Rotarians are taking a very important part in the development of Portland, Oregon, and the entire Northwest. There is nothing selfish about Oregon Rotarians.

JOHN T. DOUGALL, *Assoc. Ed.*

ST. LOUIS (Mo.).



The St. Louis Rotary Club held its regular monthly business meeting on the night of September 1st at Melheimer's Restaurant, Ninth and Washington Avenue. About sixty-five members were present. The president, Mr. Tompsett, together with other delegates who attended the International Convention at Buffalo,—Messrs. Butler, Diechmann and Dr. Bailey—gave an interesting talk on their experiences. There was not a member present who was not thrilled and enthused with the different narratives, and the St. Louis Rotarians are vastly pleased with the stories of the life and enthusiasm and also the growth of the Rotarian spirit throughout the world. Particular pleasure was expressed at the wider and more liberal view given to Rotarianism. We are glad to note that the members are spreading out and taking a more liberal view and that the feeling of friendship and fraternity and the general uplifting of business and business men in general is placed far above the mere trading of patronage.

The motto, "Friendship Follows Business" was particularly well received, and many interesting talks were given, not only by the delegates, who spoke eloquently and entertainingly on their experiences, but by other members who attended the meeting and who were delighted with the messages brought back by our president and his fellow delegates to the Convention.

After the routine business had been attended to, a vote of thanks was given President Tompsett and his fellow delegates for the able manner in which they had discharged their duties and the masterly and interesting way in which they had described the newer and greater Rotarianism at this meeting. Taking it all together, it was one of the most enthusiastic and interesting meetings we have ever held in this city.

Before adjourning the St. Louis Rotarians voted to extend their vote and influence towards hav-



J. M. TOMPSETT,
President of the Rot-
ary Club of St. Louis.

HOTEL SECOR TOLEDO, OHIO

FIRE-PROOF

—
300 Rooms
200 Baths

—
56 Large Sample
Rooms

—
Cuisine
Unsurpassed

—
Rates \$1.50 a
day and up



Also
**HOTEL
WALLICK**
New York

—
400 Rooms
300 Baths

—
**HOTEL
DESHLER**
Columbus, O.
To be operated
by same
Management

WALLICK BROS., Props.

Houston

**Rotary Club
Headquarters**

FIREPROOF

EUROPEAN

Hotel Bender

Management:

B. S. SWEARINGEN
[Rotarian]

**The Most Magnificent
Hostelry in the
Great Southwest**

Visiting Rotarians will confer a
favor by acquainting Swearingen
of their presence.

**ROTARIANS
WHO TRAVEL**

Should wear

**THE INTERNATIONAL
EMBLEM BUTTON**

It promotes acquaintance
and leads to business.

You can obtain this beautiful insignia
from your club secretary, your local Ro-
tary jeweler or direct from

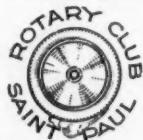
INTERNATIONAL HEADQUARTERS

Fort Dearborn Building
CHICAGO, U. S. A.

ing the Convention for 1914 held at Houston, Texas, and if these Southern brothers of ours can secure this Convention, we believe an enthusiastic crowd of St. Louis Rotarians will take pleasure in attending.

J. E. GESSINGER, *Assoc. Ed.*

ST. PAUL (Minn.).



After having taken a vacation during the summer months, meetings were resumed, the first being held at the Commercial Club Tuesday noon, September 2nd, with an excellent attendance.

We had the pleasure of listening to a most comprehensive and interesting report from our delegate, Mr. E. E. MacGill who went into details of the Buffalo convention. As this took considerable time, it was necessary to postpone until the next meeting the report of our national committee-man, Mr. J. C. Enright. This was both interesting and humorous. From reports submitted, it would appear to us unfortunate stay-at-homes that the Buffalo convention was successful beyond all expectations.

At the last meeting, held Tuesday, September 23rd, an idea picked up at the convention by one of the delegates was put to good use—that of giving a substantial present to the fifteenth man shaking hands with the member who had the gift in his pocket. This resulted in a great deal of hand-shaking, bantering and good feeling. The lucky member was F. G. Leslie of the F. G. Leslie Paper Company. This and other ideas originated by other clubs will be made use of from time to time.

J. W. G. CURTISS, *Assoc. Ed.*

SAN ANTONIO (Tex.).



The San Antonio club for the past month has pursued the even tenor of its way. It has taken up the proposition of raising ten thousand dollars for the purpose of giving public band concerts during the coming winter and spring on the various plazas of the city and it is hoped that the concerts will be in full swing by the time Rotarians and other prosperous tourists begin to arrive in San Antonio for this winter's visit in the greatest winter resort in America.

On October second, San Antonio experienced a sample of what other cities in the country have gone through this year when the San Antonio River, ordinarily a modest and inoffensive stream, averaging about eight inches in depth, went on a most unusual tear and rose to a depth of more than thirty feet. Not much damage was done, but the sight of small boys in bathing suits swimming

in St. Mary's street in the down town district, was to say the least, diverting.

All San Antonio is jubilant over the ready sale of \$3,500,000 worth of bonds, voted about 60 days ago, for street and other municipal improvements. This amount, together with that spent by property owners, will total over six million dollars to be spent in public improvements during the next two years. San Antonians never brag, but we sure will have some city to show you when you come to the convention in Texas next Summer.

J. R. SPRAGUE, *Assoc. Ed.*

SAN FRANCISCO (Calif.).



Each of our delegates to the convention has returned full of enthusiasm for Rotary, and each in his own way has imparted some of that earnest, wonderful spirit to the club.

President Basford told us of the hospitality of the Buffalo club, and made each of us wish we too had taken the trip.

We're educating the tardy ones by a series of letters prepared by our advertising man. We're going "to sell" Rotary to fellows already members who don't appreciate the value of their membership enough to attend our lunches and meetings regularly.

We don't think it fair to the rest of the members that non-attending members should be carried on the rolls when live wires are waiting to step into their classifications in the club, and so if we can't revive their interest, stimulate their activity and increase their attendance, we're going to say "Good night" to them and promptly replace them with better material.

Our annual motor outing to the Cresta Blanca vineyards has been side-tracked this year. We hope to go next season.

A "Dutch" lunch was served at the immense plant of the American Biscuit Company recently. Several members provided the "eats and wets" and afterwards we all inspected the splendid factory. Of course it was interesting and instructive, but it also quickened our desires to boost the long line of goods which the company manufactures.

W. BASHFORD SMITH, *Assoc. Ed.*

SEATTLE (Wash.).



I am told that the East and Middle West is full of people who have heard of the wonderful growth of the Pacific Northwest and who would



One Million
E N V E L O P E S
Printed and made every day

Every Envelope for Every Use
Factory Direct to You
at 20% SAVING

Write us for attractive samples and
interesting prices.

Berkowitz Envelope Co.
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KANSAS CITY, MO.

Pratt, Ellis & Co.

**Fish, Game and Poultry Merchants
and
Commission Agents**

LIVERPOOL, ENGLAND

GEORGE J. PRATT, President
Liverpool Rotary Club

Receive Consignments of Salmon and
Poultry

Open for Turkeys and Geese for
Christmas Trade

Shippers of English and Continental Game,
also English Cured Fish

Cables: "Welcome, Liverpool"

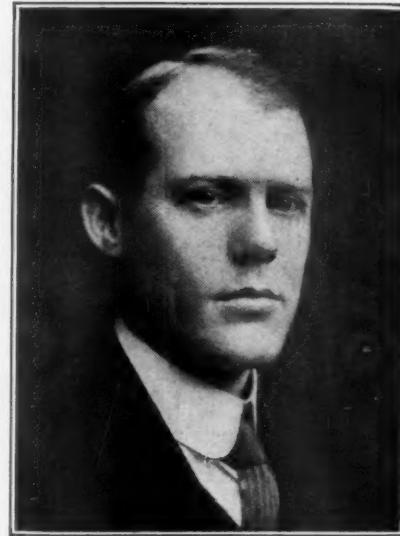
Live Steam—Superheated

Pittsburgh, the greatest industrial centre in the world, whose Pay Roll is \$1,000,000.00 a day—EVERY DAY in the YEAR, offers Great Possibilities to you.

Have You Representation There?

R. A. Hays, a ROTARIAN, has recently resigned as Manager of the Pittsburgh Branch of The Fox River Butter Co., with whom he had been employed EIGHT Years. Three years of this SERVICE were as Traveling Sales-Manager, covering the entire East and South.

He has entered the Brokerage Business and desires to handle a few Meritorious Lines of Grocers' Specialties in addition to his present business. Rotarians with goods to place in this rich field are invited to correspond. **Address**



R. A. HAYS

Merchandise Broker and Dealer in Butter, Eggs and Cheese

402 Wabash Bldg., PITTSBURGH, PA.

like to come to this part of the country if they had accurate and reliable information as to the openings here for them. Perhaps I could be of service to the readers of THE ROTARIAN if I should offer to furnish such information to those who will write me. Let me know your wishes and I will do my best.

There was never a better time for a man to come into this country. The start that we have made assures me that the Pacific Northwest is a country of wonderful resources and opportunities. To one right on the ground, however, it is equally plain that we have just touched the high places, and have hardly begun the real development of this section. Thriving towns are yet to be built where not even a start has been made today. Millions of acres of fertile land have still to feel the plow. The little hustling, bustling city of Seattle with its 300,000 people will have to grow at a record rate to take care of the country tributary to her. We have made just a ripple in the shore of Puget Sound.

So if you would like definite, specific, reliable information about this country, don't hesitate to write me. There is nothing that I can't find out easily through the members of our club.

The members of the Seattle Rotary Club have been reading with great interest the accounts of the convention which appeared in the September issue of THE ROTARIAN. We feel very enthusiastic about the possibilities of the larger Rotary movement, and feel that all the clubs will be stronger when they have had time to give full consideration to the matters discussed at the last convention.

Our club is sure in a healthy and lively condition at the present time and our members are taking more interest every day. We have taken in fifteen new members during the past month and every one of them has taken a hearty interest in the general affairs of the club and in the special committee meetings. The membership at the present time stands at 307 and we believe this is a good record when the fact is considered that we have only one of each classification represented in the club. At our weekly luncheons we have had an average attendance of about 120 members. During the month we have had visits from a few Rotarians from other cities. On September 17th we had the pleasure of entertaining Mr. J. J. Jenkins of the Los Angeles club. Mr. Jenkins was returning from the convention and was full of enthusiasm, a little of which he handed to our members. His short talk on "Rotarianism" was something worth listening to.

On October 1st Mr. J. C. English, Vice-president of the Portland (Ore.) club was with us. Mr. English was also one of the delegates who attended the Convention and in a few, well chosen remarks he gave the impressions he had received during his stay in Buffalo.

The secretary had the pleasure of an enjoyable half-hour's visit with Mr. and Mrs. L. B. Emery of Vancouver. Mr. Emery is a staunch Rotarian and says he feels proud of it. Mrs. Emery helps him all she can in this feeling.

Our delegates to Buffalo have not had time to finish their reports on the Convention. Robinson completed his report and Casey, after talking twenty minutes, was forced to stop for want of time. We believe he only got "started" so will give him a chance to "stop" at some future meeting.

W. A. GRAHAM, JR., *Assoc Ed.*

SIOUX CITY (Iowa).



Civic problems are receiving considerable attention from this club. Sioux City now boasts of a number of uniformed "white wings," men who act as special street cleaners in the down-town district, garbed in immaculate white uniforms, due to the enterprise of the Public Affairs Committee backed by the moral and financial support of the Rotary club. To this will be added push-carts for the use of the cleaners, so that refuse swept up may be carted away and not remain in small piles in the streets, only to be again distributed by every gust of wind, as has heretofore been the case.

Another vital local issue that is now receiving our consideration is the location for our new court house, and we are trying to create a sentiment against permitting selfish interests to dominate. Still another is the consideration of public baths and service stations, for which a plan has been proposed by our architect, William Steele. Permanent committees are at work on these problems.

Rotarians went to church in a body on September 21st and listened to "sermons" by four members of the Rotary Club, assisted by the Rotarian parson, "Jake" Perkins. The church was crowded, and the service lasted nearly an hour beyond the customary time, but nobody went to sleep and everyone declared the "stunt" a complete success.

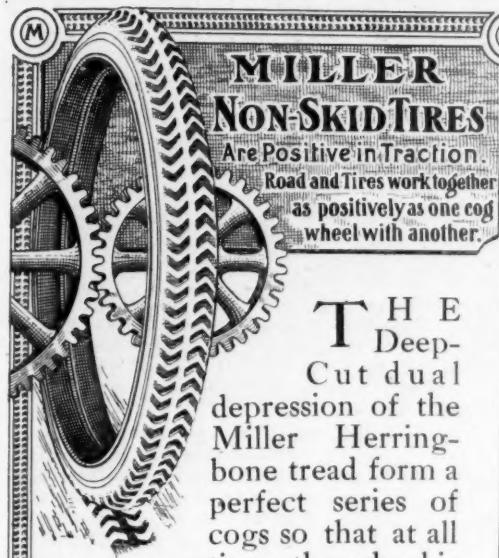
Allen D. Albert of Minneapolis, who made a big hit with the Buffalo Convention with his address on the "True Meaning, Purpose and Opportunity of Rotary," will be our guest of honor at a special session and dinner Friday, October 17th. The Rotary clubs of Omaha, Des Moines and Lincoln have been invited to participate with us and we expect a most interesting session.

J. O. KNUTSON, *Assoc. Ed.*

SYRACUSE (N. Y.).



The Syracuse club started its weekly meetings after an interval of vacation during the summer months with a luncheon at the Onondaga Hotel. One hundred and seventy-five members attended, attesting the fact that the ardor of our men was not subdued in any sense by their rest. There is something about the Rotary spirit as we find it here that is certainly contagious as well as lasting. We feel justly proud of our club from every possible viewpoint. We urge Rotarians visiting in Syracuse Fridays to be sure and look in upon us as you will find a welcome ringing true, and we believe that you will enjoy the spirit of our meetings.



Geared to the Road

Miller tires are made and sold strictly on a quality basis. The process used in their construction is the latest and most scientific known to the tire industry. It is old in principle, but new in its application to tire building.

There is a book that fully describes this new method. It reveals secrets that have hitherto been held sacred. It steps on some old-fashioned toes, but it gives the facts.

If you knew just what caused blow-outs, tread peeling, carcass separation, etc., the knowledge would be invaluable to you.

This tire text book will tell you these things and more. It contains more valuable tire information than can be secured from any other source.

We will mail it on request—a postal will do.

The Miller Rubber Co.
DEPT. 11
Akron, O.

Do You Know Rugs— Real Oriental Rugs?

The genuine is as elusive as the rainbow—and only an expert can be sure of its quality.

We have spent nearly 20 years acquiring the knowledge that stands between our customers and deception or mistakes.

Many "doctored" rugs are sold as genuine antiques, unconsciously, by perfectly honest dealers who have been imposed upon in buying.

That's where our discriminating art comes in.

Special values in small and medium sizes. Persian Rugs at \$12.50, \$15 and \$25.

APPROPRIATE FOR GIFTS

DAVIS & NAHIKIAN

13th St. below Walnut
PHILADELPHIA

Also Domestic Rugs and Carpets.

B R U S H E S

All kinds, sizes, prices.

There is nothing in the brush line that we don't make. Come and see us or write us if in the market for one or a million brushes.

GERTS, LUMBARD & CO.
221 W. Randolph St., Chicago.
Quality ROTARIANS Service

Specify → ← Specify

THE UNITED STATES PORTLAND CEMENT CO.
DENVER, COLO.

OIL PROPERTIES

Developed and Undeveloped in
OKLAHOMA and TEXAS

CHAS. N. GOULD
Ex-State Geologist
OKLAHOMA CITY

Houston Transfer and Carriage Company

Taxicabs and Carriages, Omnibus and Baggage
Transfers, Heavy Hauling, Moving and Storage.

GEO. A. HILL, Vice Pres. and Gen. Mgr.
Rotarian

HOUSTON

TEXAS

It is a little too early to announce any social arrangements for the coming season but from mutterings which we have heard, we are led to believe that the weeks will not pass without a function of some kind to engage the attention of our membership.

It might be of interest generally to note that during the summer and since we have adopted the automatic ejection rule for non-payment of dues after thirty days, Syracuse did not lose a member. Certainly this shows a live spirit.

We sent about forty-five men to the Convention at Buffalo and in the words of the poet we say "it was some time." We all appreciated the genuine fellowship exemplified by those whom we met there and to note that Rotary is not a fanciful organization but a reality and to our minds an infant at this moment. Syracuse thanks Buffalo for its welcome and hospitality.

From present indications, a state organization of Rotary clubs will follow and this should bring the sectional clubs into closer relationship and result in much good to Rotary.

H. L. DAVIS, *Assoc. Ed.*

THE INTERNAL PHASE OF ROTARY.

Here's how Rotarianism has affected "internal" a few of our members. One of our good fellows made it a point to interview them at the last night meeting, with this result:

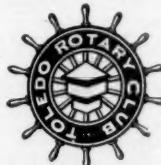
One, a middle-aged man, said: "I used to be a crank. Yes, it's a fact. I was the worst old grouch you ever saw. Nothing ever quite suited me. Since I have been elected into this Rotary Club my whole attitude is changed. I see the brighter side of things. The Rotary spirit has worked a revelation. Where there were clouds, now there is sunshine. I have taken a new lease on life, and a firmer grip on business."

Another said: "You know, it's a great thing—this Rotary Club. I used to think I didn't like this fellow and that fellow. Hardly anyone came up to my standard of requirements. But this intimate acquaintanceship which is brought about through the Rotary Club has completely changed me. I find that the men I thought I didn't like are 'the salt of the earth.' I wouldn't take a thousand dollars for the good, firm personal friends I have made in Rotary."

Another fellow with a similar experience: "I used to be a continual faultfinder. I scarcely ever got my nose out of my office. My horizon was so limited that I was narrow. I was sour and crabbed. I could see only the faults in other people, and things, but now I am changed. I've imbibed this Rotary spirit of good-fellowship, brotherly kindness, unselfishness, etc., and now I try to see the good in people. What we look for we usually find. I enjoy studying people for their good qualities—and I've found that the good in every one of my acquaintances so greatly overshadows their bad traits that I lose sight of them entirely."

Number four said: "I used to be extremely selfish. It was a constant fight on my part to keep from showing it. I was ashamed for people to know how really selfish I was. But do you know, this Rotary has changed me! Now, instead of looking to see how much I can get myself, I find real enjoyment in trying to see how much I can serve the other fellow. For the first time in my life I have felt 'It is more blessed to give

TOLEDO (Ohio).



We have added nearly twenty new, live members during the past few weeks, and undoubtedly by the time the next convention convenes, we will have an enrollment of 200.

The first dancing party the Toledo Rotary Club has given occurred Friday evening, October 3rd, at the Toledo Yacht Club. Forty-two couples attended and everybody voted it a grand success. We will probably have several of these parties during the winter season.

Allen D. Albert's address was printed in full in the Toledo Blade, our leading newspaper, and every member has recently been furnished with a copy. We send one to every new member who joins the club and suggest that all other clubs do the same.

The education of new members along true Rotary lines is quite as important as securing new members. We have found that quite a few of our members have been in the club for some time without realizing exactly its aims and purposes.

We have recently tried a plan which a number of other clubs found successful, that of delegating a member to call on a brother member and report at the next meeting what he found. This has proved of great interest to our membership and we recommend it to all clubs who have not yet tried it out. H. H. STALKER, *Assoc. Ed.*

than receive.' Life is getting to be a real round of pleasure, because I am always looking for an opportunity to help my fellowman, either by a kind word, thought or deed."

And here's another's experience: "I was in a rut. It was work, work, work. I had but a few business acquaintances, nothing to take me out of my office, so I just kept my nose to the grindstone, day in and day out, from morning till night I had my mind and eyes on the almighty dollar. My mind was so prostituted to money that I began to believe that it was all there was in life worth working for. Since I've got into this Rotary Club I'm a changed man. I've got out and got acquainted—and absorbed some of the Rotary principles, and I find that there's a world of sweetness and sentiment in business, and among business men. I find that money is a small part of life's pleasures, and that it is a rosy path we can travel if we will but look for the roses instead of the thorns."—Houston *Rotary Bulletin*.

"The selection of a man to become a member and to participate in the meetings of a Rotary Club is an expression of the confidence of the club in such man and of its good will toward him. As his business is an expression of himself he is expected to actively represent his business, not conceal or submerge it, and by so doing he reaps such benefits as naturally and properly are derived from an enlarged acquaintance and from the recognition of his efficiency and his integrity of which his selection to membership in this club is evidence."



←
You
Have
So
Many
Buttons
Now?

Yes, we understand it is difficult for some of us "jiners" to wear **another** lapel button.

But how about a handsome Rotary watch-fob or ring or other piece of jewelry embracing the Rotary wheel idea. We have some attractive designs displaying the International emblem. Give us an invitation to tell you about them.

Yes, we are Rotarians. Our Mr. Berlet has been President of the Rotary Club of Philadelphia. The Association gets a royalty on all Rotarian buttons or jewelry sold by us.

May we hear from you?

MAXWELL & BERLET
incorporated
PHILADELPHIA - ATLANTIC CITY



DRY? Then take a tip from Ireland and try a glass of "C & C" Ginger Ale.

"C & C" is made from pure Irish Spring Water and choice tropical spices. No ordinary aerated drink has that life and sparkle, that crisp, clean flavour which sets you longing for "C & C" at the very sight of an empty glass.

Give them a treat at home to-day, by ordering in a dozen of

"C & C"
(Cantrell & Cochrane)
Ginger Ale

CANTRELL & COCHRANE, Ltd.
Established 1852.



HEADQUARTERS FOR SOUTHERN TRADE



F. W. KING & CO.

WHOLESALE
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*Chocolate
Bon Bons*

Brainol
TRADE MARK
COLA SYRUP

Middleby
Quality
Fountain
Supplies

If you handle Candies, have a Soda Fountain, Ice Cream Parlor or Bottling Works, write us for quotations and Special Price Lists

If you are a Manufacturer and need a connection in the South we will be glad to hear from you

Toronto Club Introduces Innovation

When President Peace and Secretary Wark returned from the convention of Rotary Clubs in Buffalo last August, they brought back with them, in addition to sundry souvenirs and divers reminiscences, about a million ideas and plans for promoting the interest of Rotarianism in Toronto and furthering the interests of the Toronto Club. The first of these that they introduced, was the identification test, at one of their weekly luncheons, whereby two members were called upon to rise and give each other's name and address, line of business and all they knew about them—which in many cases wasn't much.

In view of the newness of the club and the constant addition of new members, many of those called upon found themselves facing comparative strangers, whereupon a good laugh was had at the two members' expense. But needless to say, one experience of this kind sufficed to cause members to brush up on their fellowship and guard against a repetition of this kind—which was exactly what the plan was designed to bring about.

President Peace announced that the same plan would be tried at some future date, without notice, and all members not able to give the data required would suffer the penalty of a fine.

The latest innovation to be introduced and one that promises to establish a splendid precedent, was a visit on Wednesday evening, September 24th, of the club members in a body to the showrooms of the R. S. Williams & Sons Company, Limited, "Musical Instruments of Quality," at 145 Yonge Street.

A splendid dinner at the Albany Club was substituted for the regular Wednesday weekly meeting, at the close of which a motion was presented and carried that a vote of appreciation and thanks be extended to the members of the entertainment committee who had made the arrangements, and to the Officers of the Albany Club, through whose generosity the members were extended club privileges for the evening.

Plans were then outlined by President Peace, for an attendance contest, in which the club would be divided into two teams, with captains, lieutenants, sergeants and privates, the object being to insure regular attendance of all members. Suitable prizes will be presented to the winning teams at the close of the contest.

After a spirited election, Mr. H. G. Stanton, general manager of the R. S. Williams & Sons Company, Limited, and P. Bellinger, of "Fashion-Craft" Fame were elected opposing captains, after which Messrs. Frank Blachford, violinist, Mr. C. B. Cannon of A. T. Ried & Company, J. C. Williams, optician, and J. P. Milne, who supplies Rotarians with coal, were elected as lieutenants. In a subsequent draw Mr. Stanton was awarded J. C. Williams and J. P. Milne, while Mr. Bellinger took Mr. Cannon and Mr. Blachford as his staff.

To get in advance of our story a little, on the following day the opposing captains met and drew for their respective teams, after which sergeants were appointed and each sergeant was given two corporals to look after, and who in

turn had a certain number of members to rustle up for attendance.

Captain Stanton announced that any officer not doing his duty would be shot at sunrise, whereupon J. C. Williams announced that he didn't get up at sunrise, "Then," said Captain Stanton, "Shoot him in bed."

But to get back to our original story and forgetting for a moment that the long friendship of two men has now been irrevocably severed, and that they will from henceforth look upon each other with suspicion, and also overlooking the fact that Lieutenant Cannon has threatened to kidnap members of the opposing team if necessary, we come back to our story and find ourselves hearing President Peace announce that "the meeting will now adjourn, and for the balance of the evening we will be in the hands of the R. S. Williams & Sons Co., Ltd., in their Home of Music."

The members then marched in a body, or as closely approximating a body as was possible under the existing conditions, to 145 Yonge Street, and after inspecting the main floor, were hoisted to the tenth floor, some in the passenger elevator and some in the freight elevator, according to their standing in the community, and from there were conducted by department managers, down through the sample room, the wholesale floors, the retail piano floors and phonograph departments, and after reviewing all manner of exhibits, and listening to many remarkable instruments, they assembled in the recital hall where an informal entertainment was given on the Edison Phonograph, Victor-Victrola, Apollo Solo, Electric Player Piano, with added selections by members including a few violin solos by Mr. Frank Blachford on one of Mr. Williams' rare violins, accompanied on the piano by Mr. Milne, after which Mr. J. C. Williams gave a few selections on the mandolin. All of the numbers were received with tremendous applause and the artists were compelled to give several encores.

A demonstration was then given on the Edison dictating machine showing how it was actually used in offices and explaining the many desirable features of this machine as a business time, and money-saver. The greatest interest was evidenced in this feature.

Mr. B. A. Trestrail, advertising manager of the Williams' firm, and publicity chairman for the Rotary Club, acted as official "Ballyhoo," and some of the visitors were unkind enough to remark that his place was in a circus or in a vaudeville show, not a music concern.

After the programme, the members were presented with little souvenirs in the form of a memorandum book by the Williams firm, and the evening was pronounced a splendid success from every standpoint.

It is the intention of the Toronto Rotary Club to introduce novel features of this character regularly all winter, and feel highly indebted to their American friends for some of the ideas which they got, but hope to reciprocate with some of their own before very long.

B. A. TRESTRAIL, *Assoc. Ed.*

ROTARIAN CAHN
President

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BRITISH AND IRISH CLUB SECTION

The National and International Aspect of the Rotary Movement

As Viewed by Secretary Penwarden of Manchester, England

(On Thursday, August 16th, Mr. C. B. Penwarden was privileged to deliver an address in accordance with the ten-minute rule. After he had finished it was proposed by Mr. Pearce, seconded by Mr. Kerridge, and unanimously carried that the paper be reprinted in pamphlet form and distributed among all the members of all the Rotary Clubs in Great Britain. While such publication has been made of Mr. Penwarden's remarks, we take pleasure in giving them still wider publicity through the columns of *THE ROTARIAN*.—C. R. P.)

Mr. President and Gentlemen, I can assure you that I am pleased to be so fortunate just prior to my contemplated visit to the other Rotary clubs as to have the opportunity of saying a few words in my turn, for the reason that I have been looking forward to, so far as I was able, having the opportunity of making known the result of my readings and contemplations regarding what I venture to think has not received the amount of consideration from you that its importance demands—the value of a real and thorough knowledge of the Rotary idea.

Rotary is not local. It is international, consequently, the benefits are, or can be made, international. Certainly they can be made national and those members who first realize this and start work on these lines will realize, in course of time, what a huge and positive, helpful and consistent ally Rotary can become. Every member of every club can be doing something to increase his value in, and his benefits from Rotary.

From my experience, gathered from many conversations with different people, members and others, the impression seems to be prevalent that the Rotary Club of Manchester is concerned solely with Manchester. Indeed, I will go further and say that the reason certain members do not put in an appearance, or in some cases, spasmodic appearances, is due very largely to the fact that they look down the list of members and decide that as there is probably only one or two, or perhaps none at all, who can give them business the club and its members are useless.

Now we all, as business men and men of the world, know very well that so-called new discoveries of "Service," "He profits most who serves best," and similar euphonious truisms are not discoveries at all, being simply our old friend, "The Law of Compensation," in a new guise. We all realize that it is the man who works for his business who is kept by his business, and we all know that the greatest teacher of all in this matter is nature herself. Nature can never be duped, can never be deceived and can never be ignored. Sooner or later the compensating balance will get



in its deadly work and make a fair and equitable adjustment. It is the universal law.

Therefore, I say, that although we may welcome new forms of expressing century-old truths, the same law which is receiving so much attention at the hands of business philosophers, founders of schools for business morals and similar big brained gentlemen, is the law which has governed and controlled, rewarded and punished mankind since mankind existed.

Where, however, Rotary is worthy of study, to my mind, is the fact that it is the first instance on record of a movement flagrantly and ostensibly set on foot for the dissemination of business among its votaries, not necessarily demanding that every man shall go out among his fellow members like a commercial highwayman, with an "Order or your life" attitude, but rather that by the scientific, systematic and careful selection of acquaintances brought closer into personal contact until they almost become close personal friends, and in some cases do reach this stage, business shall be given and orders shall be handed over because it becomes more than a duty, it becomes a pleasure and, however much we may pride ourselves on being dutiful, it will not be denied that duty is not always pleasing.

Having arrived at an understanding, then, of the meaning of Rotary itself we next may consider just how far we are committed to follow out its precepts. First, there is no obligation. No man is bound, on becoming a member, to do anything but pay his subscription, but, by that same immutable law of compensation he will find, in the course of time, that he will only receive in proportion to what he puts in. For a time orders will be given him because he is a Rotarian, but after awhile one member begins to say to another, "By the way, we never see so-and-so," and it gets around gradually that so-and-so is not putting in the appearances he might and should do, and gradually his identity becomes shadowy and indistinct and then is lost altogether. So-and-so may say: "Oh, I don't care. I wasn't getting so much out of it as all that." That is not the

point. The real point is that he is not securing the benefit of that subtle psychological force which works unconsciously, but with the greatest certainty, whenever men habitually and consistently meet together, the psychological force which instinctively brings to a man's mind the name of Burgess when he is thinking or discussing carrying, or Longworth when an architect or his work is the topic of conversation, or Clarke when it is rubber stamps that are wanted. No man can say how far-reaching the effect of this may be and no man can see sufficiently far into the future to know just when or how one or other of the men among whom he mingles regularly once weekly is going to be the means of paying him back for all the money and time he has put into the Movement to which he thinks it worth while to belong.

That applies even to the Rotary Club of Manchester, but when you carry your mind further afield and see that Rotary covers, not one town or one country, but many towns and several countries, and that in these towns and these other countries there are something like 11,000 men actuated by the same motives, who speak the same tongue—with but the trifling difference of dialect—who want to know one another, who are members of the one great Brotherhood, the possibilities of receiving from this great and rapidly-growing organization return abundantly for what is being put in the Rotary Movement takes on a wider, a greater, and a grander significance.

Study of Rotary from a world-wide point of view makes a better man, a broader-minded man, a more tolerant man. I cannot conceive any man who is a real student of all that Rotary teaches being a small man, a narrow-minded man, or a selfish man. His outlook is widened immeasurably. He becomes acquainted with businesses and affairs of which formerly he had no conception. He becomes acquainted with men in other walks of life who may not be seeing eye to eye with him but by means of whom, through mutual esteem and regard, a midway point of understanding is reached. Hence there is a need, now, for interchange of correspondence, and this is but one of the least methods whereby membership of Rotary will be found worth while.

Here, now, is a typical instance of how Rotary will do what is scarcely possible by any other means. A member of another Rotary club wrote to me asking to be put in touch with our member representing a certain line of business. I replied, saying that so far we had no one representing that business but that we had a certain individual in view. My correspondent wrote back to say that was not the man. We should get hold of any one of the three firms whose names he gave. Now time is getting short and I want to make this paper as practical and as helpful as I possibly can, and I want to tell you that I believe there is a lot of business waiting for those of you who

will realize the membership of Rotary does not confine your activities to Manchester.

Leaving, for the moment, America out of the question, there are at present six Rotary clubs in Great Britain—exclusive, of course, of Manchester—London, Glasgow, Edinburgh, Belfast, Dublin, and Liverpool. The list of members for each of these towns is easily obtainable, and, so far as I can see, there is no reason at all why any of you with suitable goods, should not circularize, either by circulars or by personal letters, every member of every other Rotary club where your particular line of business is not represented.

Every Rotarian in every town will do the best he can for any other Rotarian, whether just visiting or whether seeking for business—always assuming that the class of business is not represented. Take lifts, for instance. So far as I can ascertain there are no lift manufacturers in the Edinburgh Club. Why should not our lift man cater for Edinburgh? Take architecture. In Edinburgh there is one, so it would not do to cater for this class of business among Edinburgh Rotarians, but even supposing there is an architect in every Rotary club what better purpose could be served by this than to get into touch with all of them and exchange views and so add to one's own ideas and perceptions? Then, again, take circular addressing. There must be men in other businesses in the various clubs who want circulars distributed in this locality. Isn't it only fair to let them know that we have the man to do it for them?

Possibilities of this character could be multiplied until every man in every club was getting something more out of the Rotary Movement than what was coming to him from his own town. It is not right that only officials, such as secretaries and presidents, should get into communication with one another. Every member should at least make an attempt to do something of the same sort. Through correspondence I have discovered that the secretary of the Edinburgh Rotary Club was technical adviser to a wholesale firm of chemists in Bombay at the same time as I was their advertising manager. He is publishing a well-got-up magazine which needs just the kind of advice and help that I can give him.

The same thing, or rather a similar thing, applies to Belfast and to Dublin, but I never should have known what I know now unless I had first opened up communications, and it is my profound belief that if we can all lift our heads a little higher and take a look around we shall find opportunities waiting to be seized which we never should have seen if we continued to think of Rotary as a product of Manchester, useful only for Manchester, and not for the use and the benefit, the uplifting and the aggrandisement, for the mind broadening, and the instilling of feelings of tolerance, mutual regard and mutual respect in the minds of the peoples of the world.

Physics and Superphysics

(An enlightening resumé of Sir Oliver Lodge's recent address, which has been heralded as an espousal of Spiritualism. This article has been taken from "The Prescriber," which is published by Rotarian Thos. Stephenson, Secretary of the Edinburgh Rotary Club, and we believe that Mr. Stephenson is the author.—C. R. P.)

The Presidential Address at the Annual Meeting of the British Association always furnishes a certain amount of food for thought. This year Sir Oliver Lodge chose as his subject "Continuity,"

with the sub-title, "Natura non vincitur nisi parendo"—Nature is not conquered except by being obeyed. As a review of scientific thought in the domain of physics, the address furnishes an able

and complete summary of the position, and its perusal gives one a clear and substantial idea of the trend of modern scientific thought.

In addition to his claims as a physicist, Sir Oliver has always been known to take a keen interest in matters psychic. The relations of mind to matter are always interesting, because speculative, and Sir Oliver Lodge has made many public utterances in which he has endeavoured to unite, or at least to reconcile, the physical and the psychical—the material and the mental. It was naturally to be expected that he would avail himself of so excellent an opportunity for airing his views on this subject, and about a third part of his address is devoted to the superphysical element in life. Admitting the limitations of physical science, he points out that to the scientific an appeal to occult qualities is illegitimate: to explain a phenomenon as "an act of God" is to leave it unexplained. Science, however, can only give proximate explanations—the ultimate explanation or "first cause" is beyond human power to conceive.

Sir Oliver goes on to show how the two great mysteries of existence—life and mind—while they may be excluded from physiology, are not excluded from science. Because things do not directly appeal to the senses they do not necessarily elude investigation. Sir Oliver takes the hypothetical case of an outside observer who could see all the events occurring in the world, but who could not see animals or men: "If he looked at the Firth of Forth, for instance, he would see piers arising in the water, beginning to sprout, reaching across in strange manner till they actually join or are joined by pieces attracted up from below to complete the circuit (a solid circuit round the current). He would see a sort of bridge or filament thus constructed, from one shore to the other, and across this bridge insect-like things crawling and returning for no very obvious reason." If such a being were told that an engineer in London had anything to do with it, he would regard the idea as preposterous. In the same way, says Sir Oliver, a certain school of biologists assert that there is nothing but chemistry and physics everywhere. These account for things up to a point; they account in part for the colour of a sunset, for the majesty of a mountain, for the

glory of animate existence. But do they account for our own feeling of joy and exaltation, for our sense of beauty, for the manifest beauty existing throughout Nature? Do not these things suggest something higher and nobler and more joyous, something for the sake of which all the struggle for existence goes on?

All this has been said many times before. But Sir Oliver goes deeper; he shows us how our limited and finite senses can give us no information beyond a certain point—after that we must speculate. It calls to mind a parable in one of Conan Doyle's stories: how the cheese mites held a great discussion on the origin of the cheese. Some said it had evolved from a nebulous mass, others that it was a fortuitous concourse of atoms, but not one ever hinted at the existence of a cow. We may explain the complex structures of the human body in terms of biology; we may trace the cause of a disease and thereby prevent or cure it; we may standardize our remedies and sterilize our instruments with mathematical precision, and in doing these things we serve our day and generation—we conquer Nature, or at least that part of Nature with which we come into contact. But carry any of these problems a stage further back, and where are we? There is always a stage in any kind of reasoning where a question may be put that is impossible to answer. But so long as we have an answer to the real vital question—to the problems that concern our daily life—we ought to be satisfied. Science will continue to investigate, and will carry us further and further into what is at present unknown, and we shall profit by her discoveries. Life is too short to trouble with ultimate explanations; these may be left to the theologians. But there is one thing that rises clear and brilliant above all this searching. Religion—the religion that Sir Oliver tells us has its roots deep down in the heart of humanity, and in the reality of things—is becoming stripped of its trappings of superstition and is assuming its place as a real motive power of life—the religion of humanity. And to no one is this more apparent than to the medical man. True science guides his work, true religion determines his actions. And perhaps after all it is medicine that is solving the problem of the antagonism of science and religion.

An Irish Rotarian Who Has Been Busy

President W. H. Alexander of Belfast

(Secretary Boyd has sent us this sketch of President Alexander, and while it slightly exceeds the amount of space we should allot to individual biographies, we are publishing it in full as a compliment to the Belfast Club. When we read the record of the accomplishments of an Alexander—ancient or modern—we are inspired to do greater things ourselves.—C. R. P.)

Our new President, Mr. W. H. Alexander, whose photograph I enclose, is enthusiasm itself, and never has been identified with any organization or movement which has not been successful.

Born about the latter end of 1872, he entered at an early age, the Royal Academical Institution, Belfast, an educational establishment which has trimmed and finished some of the leading lights in Letters, Science, etc., during the past century. He had a brilliant record there, winning first-class scholarships in Junior, Middle and Senior Grades of the Intermediate Board; first place in English Classics and Modern Languages at the

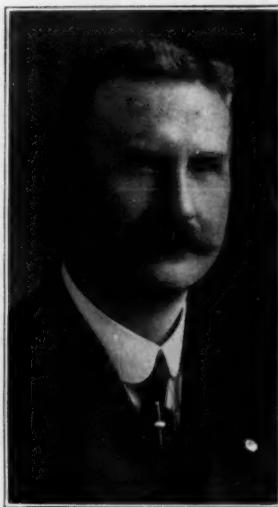
school examinations from 1885 to 1890, and was an all-round Honours man. Owing to overstudy he contracted ill-health, and was obliged to give up classical pursuits. In 1892 he joined his brother, Mr. John Alexander, in business in Belfast. Six months later he was appointed assistant manager in Belfast for the Irish Cycle Company, Ltd., and at the end of a further year, at the early age of twenty-one, he held an appointment as manager for Ulster for the Rudge-Whitworth, Ltd., a position which he occupied with marked success for eleven years. In 1897 he was offered the management of the

Rudge-Whitworth interests over the entire South African Territory; but a matrimonial engagement prevented his leaving his native shore.

When he left the Rudge-Whitworth, between seven and eight years ago, he started business on his own account at 91 Donegall Street, as Cycle and Motor Cycle Agents, Factors and Merchants. Three years ago, in order to cope with the increasing business, and for the purpose of adding Motor Cars, he opened additional premises at 184-186 Albertbridge Road, Belfast. His firm at present handles the leading lines of cycles, motor cycles and motor cars, such as the well-known goods of the "Enfield," "Morris-Oxford," "Humber," "Ariel," "Swift" and "Bradbury," while his firm is known throughout practically the whole of Ireland as wholesalers in car and cycle accessories.

Mr. Alexander was one of our leading sportsmen, and was captain of the Belfast Y. M. C. A. Cycle Club for a period. He won over 100 prizes for cycle racing on road and track, held all Irish records from 30 to 50 miles, won the 10 miles open scratch race, defeating the champion of Ulster, champion of Ireland, champion of Scotland and the champion of Liverpool and District National Cyclists Union. He also broke the 100 miles Irish road record, and won the Irish Road Club gold medal for 12 hours time trial.

He was President of the Irish Road Club for a



number of years, and is at present Vice-President of the Motor Cycle Union of Ireland, being himself an ardent motorist. About twelve years ago he organized the Irish Roads' Improvement Association, and discharged the onerous duties of Hon. Secretary for about ten years. It would be impossible to speak too highly of the services thus rendered to the motoring public by Mr. Alexander, and his good works in that connection have established permanent testimony to his foresight and organizing ability, as it is admitted on all sides that the work of this Association, more than any other cause, has contributed to the present efficient state of the roads in Ireland.

He has been frequently requested to permit himself to be nominated for municipal honours, but has not yet allowed his name to go forward.

Additional demands of a rapidly

increasing business will not permit his sparing so much time, and W. H. Alexander could not hold a position without giving his whole heart to it.

He was one of the first members of the Rotary Club in Belfast, and has served on the committee since the inception of the club, where his varied experience, exceptional ability, genial courtesy and characteristic energy have been instrumental in turning the wheels of Rotary very smoothly in this city. He enjoys popularity with the entire membership, stands six feet four inches in height and is a Rotarian to his finger tips.

CLUBS OF THE BRITISH ISLES

DUBLIN (Ireland).



Since my last notes the following members have taken part in our Boost Prize Scheme: Honorable Secretary W. A. McConnell (Century Insurance Co.) 116 Grafton St.; A. H. Walkey (Messrs. Cooper & Kenny), 12 College Green; Alex. Malcolm (George, Rome & Co.), 5 Clanwilliam Place; J. S. McMahon (e.o. Messrs. Dockrell Sons & Co.), South St. George St.; F. W. Saville (Cramer, Wood & Co.), 4 and 5 Westmoreland Street.

During the month of September we had a visit from Mr. C. B. Penwarden, a prominent figure in Manchester Rotarian circles.

The monthly dinner of the club was held for the first time in the Imperial Hotel which is to be the headquarters of Dublin Rotary until further notice. There was a fair attendance and among the business transacted was the following: The

appointment of two committees, namely, an Intern Committee to look after matters relating to the internal working of the club, and an Extern Committee to work up the club membership and other matters of an external nature. The committees are as follows: Intern—R. N. Tweedy, John Sheridan, Dr. E. M. Fannin, F. W. Saville, F. L. Barrett, H. F. Holland, George Birney, J. Beverley Smith, J. S. McMahon and T. A. Grehan.

Extern—George Mitchell, R. A. Foley, Kevin J. Kenny, Richard Whyte, E. R. Black, S. T. Riordan, Ireton P. Jones, F. T. Walker, F. W. Parkes and J. E. Robinson.

Rotarian John Sheridan made his first appearance at the club, on his return from Buffalo, on the 15th of September, and his reception should have made him feel very happy, which I believe it did. As however, we all felt he had so many good things to tell us of what was said and done on behalf of Rotarianism in Buffalo, he was only permitted to offer a few general remarks at this luncheon, his full talk being reserved until the dinner referred to above. Needless to say we were all keenly interested in what Sheridan had to say, and it did not lose in attractiveness at his hands. He was in splendid form and the members present listened with wrapt attention.

Buffalo has certainly done one thing so far as Dublin Rotarianism is concerned, it has sent back our delegate consumed with the true spirit of Rotarianism. While we are glad to say Dublin Ro-

tary Club includes a goodly number of sterling Rotarians, if we are to judge from what Sheridan saw and heard in Buffalo we will have to be "up and doing" if we are to emulate our good friends across the pond.

We are all very pleased too to find that our president, Mr. William Findlater, has been elected to the prominent position of International Director. New readers on referring to THE ROTARIAN of a few issues back will find an excellent reproduction of President Findlater's photograph.

I have been asked by Sheridan to send to the many Brother Rotarians of whose exceptional kindness he had experienced while in Buffalo, his very kindest regards and good wishes.

T. A. GREHAN, *Assoc. Ed.*

EDINBURGH (Scotland).

Although the holiday season has been with us, and regular meetings have been suspended during August and September, the Edinburgh Rotary Club has not been idle. Informal luncheons have been held each week, and as these have been always fairly well attended, the spirit of Rotary has been kept alive throughout the summer.

Our Buffalo delegate, Rotarian A. Wilkie, has returned from his visit across the pond and is looking remarkably fit. He cannot speak too highly of the reception accorded him, and during the last week or two—since he arrived in Edinburgh—he has been the center of interested knots of Rotarians at various places, when he has been heard describing in an eloquent manner the time of his life spent in the States. He is to tell us all about it at our opening dinner in October, and he will tell it well. Wilkie was always a good Rotarian; now is an enthusiastic one. His visit will do us all good, and you will, without a doubt, have a big crowd of Scotsmen to entertain next year.

The Edinburgh club is particularly proud of the honour done it in the election of its president as vice-president for Great Britain and Ireland in the International Association. President Pentland is a man who will fill this position well, and British Rotary will benefit in proportion.

The Manchester secretary, C. B. Penwarden, paid us a visit a few days ago, and was entertained at a little dinner by such Rotarians as were not on holiday. He was making a tour of British Rotary clubs, and as ours was the last of the circuit, we had the benefit not only of hearing from him what his club was doing, but of getting his ideas regarding the other British clubs.

Excerpts from business epigrams of John Miles, wholesale milliner on Broadway, N. Y., noted for his caustic and original advertising:

"A few years after I cash in my chips I would like to be allowed to peep through a crack in the sky and send a three-word wireless message down to my successors: *Keep on Advertising.*"

"Some people, like the bee, seem to gather honey from every flower, while others, like the spider, sail away with only poison."

"Five years ago I was leaving my office on a four weeks' vacation trip. My head bookkeeper asked me for my country address. He said he wanted to keep me posted daily about the business. I told him that when I pointed a gun at a

deer or threw a line over a boat to catch a six-pound bass, that I didn't want my noodle filled with millinery figures. 'Suppose,' said he, 'the store burns down?' 'Keep the insurance money,' said I, 'until I come back. If I don't find you here, I will look for you up in Canada.' "—*System.*

THOMAS STEPHENSON, *Assoc. Ed.*

GLASGOW (Scotland).

The second year of the Glasgow club already gives promise of even greater success than its predecessor. In order to ensure the proper consolidation of the club, which had reached a membership of 200, a thorough reorganization took place after the annual meeting in April. All useless trimmings, which inevitably accumulate during the initial year of a new concern, were ruthlessly lopped off. The executive committee became the "Board of Directors"; while new committees—with one of the directors as convener in each committee—were formed for the various purposes indicated by their names, the membership, house, topics, civic and entertainment committees. The last mentioned has been most in evidence during the summer season when the usual monthly dinners were in abeyance.

In place of these, this committee organized for June an evening cruise on Loch Lomond when 260 ladies and gentlemen attended; for July, a bowling tournament at West Kilbride; and for August, a golf outing in Ayrshire. For the latter a handsome silver challenge cup was presented by President Walter Laidlaw and this "Laidlaw Cup," as the committee decided to designate it, will be annually competed for among members of the club. It was captured this year by the past president, Mr. J. S. Proctor, who saw that it was properly filled after its formal presentation at the monthly dinner on 16th September.

The "Ladies Night" takes place this month and a billiard match and winter sports tour are in process of arrangement. The latter will be to Finsen in the highlands of Norway, at Christmas, and a special lecture with lantern views will be given at the November dinner as an incentive.

The Topics Committee has an interesting and instructive programme of addresses for the weekly luncheons for the coming season, while the membership committee is ensuring that the right men—live wires only—are passed for admission and that once admitted their attendance is up to regulation standard.

The new club roster is now completed and will be issued to members and to other clubs ere this appears in print. R. T. HALLIDAY, *Assoc. Ed.*

deer or threw a line over a boat to catch a six-pound bass, that I didn't want my noodle filled with millinery figures. 'Suppose,' said he, 'the store burns down?' 'Keep the insurance money,' said I, 'until I come back. If I don't find you here, I will look for you up in Canada.' "—*System.*

Brace up! The world isn't against you. The chances are that it doesn't even know that you are alive.

Smile and the world smiles with you,

Grouch and you play it alone;

For the Rotary Club is no place for the dub

Who inhabits the frigid zone.

State Associations of Rotary Clubs

At the request of Rotarian Lewin Plunkett, President of the Texas State Association of Rotary Clubs, the Board of Directors of the International Association of Rotary Clubs, took under consideration the question of recognition of "state associations" and the following resolutions have been adopted by the Board in consequence:

Whereas, One State Association of Rotary Clubs has already been organized and others are contemplated, and

Whereas, There is no provision in the Constitution or By-Laws of this Association applicable to such State Associations formally organized out of the membership of this Association, now therefore be it

Resolved, By the Board of Directors of the International Association of Rotary Clubs that it is the disposition of the board to recognize informally the said State Associations of Rotary Clubs where their sole and only purpose is to make more easy the attainment of the objects and purposes of this Association by bringing more closely together both the clubs in a given State and the members of such clubs, and that it is the sense of this Association that no activities should be undertaken by the said State Associations outside of bringing the Rotarians of a particular State more closely together according to approved Rotarian principles and practices, and that under no circumstances should a State Association's activities conflict with the work either of the International Association or the individual clubs, but should, on the contrary, aid them in all respects and be it further

Resolved, That this Board of Directors considers it highly desirable that the example of the one State Association already organized of charging no dues and making no financial demands upon the clubs or the individual Rotarians concerned, should in all cases be followed, and be it further

Resolved, That upon approval of the Executive committee, indicated by correspondence between that Committee and the Executive officers of any State Association of Rotary Clubs, such Association may receive informal recognition of the International Association and have access to its facilities at headquarters office or elsewhere, and be it further

Resolved, That in the event of disputes or disagreements arising between a State Association and any constituent club or clubs the International Association must necessarily consider the interest of the club as superior to that of the State Association, inasmuch as the individual club is the unit of membership in this Association, while a State Association is unknown to the fundamental law of the International Association, and be it further

Resolved, That it is the sense of this Board of Directors that a State Association of Rotary Clubs should embrace only clubs affiliating with the International Association.



DEWEY OF LONDON AND GREINER OF
KANSAS CITY.

THE ROTARIAN

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OF ROTARY CLUBS

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Headquarters.

812 Fort Dearborn Bldg., Chicago, U. S. A.
Telephone, Randolph 3164; Cables, "Interrotary."

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AFFILIATING ROTARY CLUBS.

Arranged in three Divisions: United States, Canada, Great Britain and Ireland.

United States.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

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Meetings, Friday of each week at 1 p. m., Hotel Ten Eyck.

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Meetings held first and third Tuesday of each month.

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Vice-President—GEORGE G. MUTH, Gen. Mgr. Muth Bros. & Co., Wholesale Druggists, 28-25 S. Charles St. Phone, St. Paul 480.

Secretary—OREN H. SMITH, Mgr. American Dist. Telegraph Co., Fire Protection Devices, 106 Equitable Bldg. Phone, St. Paul 2061.

Meetings are held every Tuesday at 1 p. m. Cafe Room, Hotel Rennert, Liberty and Clay streets. Club Headquarters Hotel Rennert, Liberty and Clay Streets. Telephone St. Paul 1800. HOTEL: Rennert, The Rotary Hotel of Baltimore. European plan. Centrally located.

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Meetings last Wednesday of month at 6:15 p. m.

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Gold Lion Tea Room. Business Meetings, 1st Friday of month at 8 p. m., Chamber of Commerce.

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Secretary—RALPH G. WELLS, John Hancock Bldg. Club Headquarters 178 Devonshire Street, Room 213. Phone Ft. Hill 1715.

Luncheons Every Wednesday at 1 p. m. Boston City Club, Beacon Street. Monthly meetings held on second Monday of each month at 6:30 p. m. Hotel Nottingham.

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Meetings are held on every Thursday at 12:30 p. m. at Hotel Statler. Club headquarters at office of Secretary.

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Luncheons every Tuesday except 1st Tuesday in each month, 12:30 to 1:30 p. m., Peterson's Restaurant, 318 Market St. Monthly meetings 1st Tuesday of month, 6:00 p. m. at members' places of business.

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Meetings held at Savery Hotel every other Thursday.

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 Secretary—JAMES L. BANNON, Civil Engineer-Contractor, Room 216, Joliet National Bank Bldg. Phone, Joliet 468.
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 Club Headquarters, 411 Reliance Bldg.
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 Meetings every Tuesday noon at Lincoln Hotel.

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 Meetings held twice a month—on the second Tuesday evening at dinner and on the fourth Tuesday noon at Henry Watterson Hotel.

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 Secretary—C. R. WELTON, Welton & Marks, Attorneys-at-law, Pioneer Bldg.
 Meetings every Thursday at 12:30 p. m., Madison Club.

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 Second Vice-President—W. L. ZIMMERS, Attorney, 740 Wells Bldg. Phone, Main 633.
 Secretary—CAESAR D. MARKS, American Surety Co., of N. Y. Surety Bonds and Undertakings, 218 Wells Building. Phone, Main 2543.
 Club luncheons held every Wednesday at the Hotel Pfister, 12:15 p. m.

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 Secretary—C. L. JOHNSTON, Asst. Mgr. Steger & Sons Piano Mfg. Co., 741 Broad St. Phone, Market-238.
 Club Headquarters at Office of Secretary.
 Meetings on the second Tuesday evening of each month excepting July and August, at Achtel Stettler's Restaurant, 842 Broad St. Weekly Luncheons are not held although Rotarians can be found every day at the regular lunch hour at the restaurant mentioned above.

NEW ORLEANS (La.).

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 Vice-President—DR. J. F. OECHSNER, Physician, 621 Macheca Bldg.
 Secretary—WM. J. BOVARD, Insurance, 902 Hennen Bldg., Phone, Main 633.
 Club Headquarters at 902 Hennen Bldg. Meetings held 2nd Tuesday of month at 6 p. m. for dinner and 4th Tuesday at 8 p. m. at the office or establishment of one of its members.

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President—WALTER C. GILBERT, Harlem Storage Warehouse Co., 211 East 100th St., Phone, Lenox 850.
 Vice-President—RICHARD BURR, Gen. Auditor, Wells Fargo & Co., Express, 51 Broadway. Phone, Rector 400.
 Secretary—CLARENCE W. BRAZER, Brazer & Robb, Architects, 1133 Broadway. Phone, Madison Square 3991.
 Club Headquarters: Hotel Imperial, Broadway and 32nd.
 Weekly Dinners, Tuesday evenings (except 1st Tuesday) at Hof Brau Haus, 6:00 p. m. Monthly Dinners 1st Tuesday of each month at the Imperial Hotel.

OAKLAND (Calif.).

President—T. B. BRIDGES, Mgr. Heald's Business College, Business College, 16th and San Pablo Aves. Phone, Oakland 201.
 Vice-President—D. L. ARONSON, Mgr. Cahn Nickelsburg & Co., Shoe Mfgs. & Jobbers, 1126 Brush St. Phone, Oakland 8455.
 Secretary—J. N. BURROUGHS, Pres. Oakland, Calif., Towel Co., Towel Supplies, 28th & Filbert Streets. Phone, Oakland 883.
 Club Office, 414 Security Bank Bldg. Phone, Lakeside 287. Meetings every Thursday at 12:30 at Hotel Oakland.

OKLAHOMA CITY (Okla.).

President—PAUL M. POPE, Bennett & Pope, Attorneys, Colcord Building. Phone, Walnut 4776.
 Vice-President—FRANK H. RICE, Oklahoma City Building & Loan Ass., 18 North Robinson.
 Secretary—EUGENE WHITTINGTON, Member Firm Whittington & Steddom, Ins. Agency, 400-6 Insurance Bldg. Phone, Walnut 3805.
 Meetings held on Tuesday of each week, 12:15 p. m. at the Skirvin Hotel.
 Club Headquarters are the Secretary's office.

OMAHA (Neb.).

President—DANIEL BAUM, Jr. Mgr. Baum Iron Co., 13th and Harney Streets. Phone, Douglas 131.
 Vice-President—W. H. CLARK, Sec'y and Treas. Nonpareil Laundry Co., 1708 Benton St. Phone, Douglas 2560.
 Secretary—TOM S. KELLY, Gen. Agt. Life Dept. Travelers Ins. Co. of Hartford, 1331 City National Bank Bldg. Telephone, Douglas 861.
 Meetings are held at noon in the Raths Keller of the Henshaw Hotel each Wednesday noon except the last Wednesday of the month when the meeting is at 6 p. m., same location.
 HOTEL: New Henshaw, 15th & Farnam Streets. Fireproof, Strictly firstclass. European plan.

PATERSON (N. J.).

President—W. D. PLUMB, Mgr. Underwood Typewriter Co., 9 Hamilton St.
 Vice-President—JAMES T. JORDAN, The Jordan Piano Co., 131 Market St.
 Secretary—WALTER S. MILLS, H. W. Mills, Hardware, 59 Washington St.
 Meetings held last Thursday of the month at G. H. Crawford's, 148 Washington St.

PEORIA (Ill.).

President—GEORGE R. MACCLYMENT, Farm Land Development, Observatory Bldg. Phone, M-314.
 Vice-President—E. B. HAZEN, Hitchcock Bros. Co., Brass Foundry, 104 S. Washington St. Phone, M-553.
 Secretary—E. C. SCHMITZ, Modern System Sales Co., Office Outfitters, 203 S. Jefferson Ave. Phone M-682.
 Meetings held at Jefferson Hotel, or as otherwise specified, Fridays, at 12:15.

PHILADELPHIA (Penn.).

President—WALTER WHETSTONE, Pres. Whetstone & Co., Inc., Iron Pipe and Steamfitters' Supplies, 911 Filbert St. Phones, Bell Filbert 2813; Key., Race 1831.

Vice-President—GUY GUNDAKER, Asst. Mgr. Kugler's Restaurant Co., Restaurant and Caterer, 1412 Filbert St. Phones, Bell Filbert 2813; Key., Race 137.

Secretary—CHARLES A. TYLER, Mgr. Bartlett Tours Co., Tourist Agents, 200 South 13th St. Phone, Bell, Walnut 2491.

Regular luncheons at the Bingham Hotel on Wednesdays, 12:30 to 1:30 p. m. Club headquarters, 200 South 13th St.

Regular monthly dinners at Kugler's, 1412 Chestnut Street on the third Tuesday of each month at 6:30 p. m.

PITTSBURGH (Penn.).

President—EDWIN C. MAY, Secretary The May Drug Co., Retail Drugs, May Bldg. Phone, Court 1415.

First Vice-President—G. W. DUFFUS, Supt. The Bradstreet Co., Mercantile Agency, 208 Commonwealth Bldg. Phone, Court 34.

Second Vice-President—THOS. H. SHEPPARD, Sec'y and Treas. Arbuthnot-Stephenson & Co., Wholesale Dry Goods, 801 Penn Ave. Phone, Grant 534.

Secretary—P. S. SPANGLER, 547 Liberty Ave. Club luncheons held every Wednesday at Fort Pitt Hotel.

PORTLAND (Ore.).

President—C. V. COOPER, Mgr. Castilloa Rubber Co., 813 Chamber of Commerce. Phone, Main 4809.

Vice-President—J. C. ENGLISH, J. C. English Co., Lighting Fixtures, 128 Park St. Phones, Main 2479, A. 3747.

Secretary—J. L. WRIGHT, President & General Mgr., Portland Printing House Co., 388 Taylor St. Phone Main 6201 A2281.

City Office Room 2, Commercial Club Bldg., W. L. Whiting Assistant Secretary. Weekly luncheons held every Tuesday at 12:30 p. m. Commercial Club.

PROVIDENCE (R. I.).

President—JOHN D. CAMERON, Sec'y & Asst. Treas. R. I. Supply & Engineering Co., Steam & Plumbers Supplies, 156 W. Exchange St. Phone Union 883.

Vice-President—HARRY C. PATTERSON, Office Mgr. Seacomet Coal Co., 5 Exchange St. Phone, Union 2015.

Secretary—E. P. SMALL, Sec'y A. E. Martell Co., Loose Leaf Systems, 528 Grosvenor Bldg. Phone, Union 2017.

Regular monthly meetings 1st Monday each month at 6:30 p. m. at West Side Club. Semi-monthly luncheons, 1st and 3rd Mondays at 12:30 o'clock.

PUEBLO (Colo.).

President—H. A. BLACK, Physician and Surgeon, 1 Pope Block. Phone, Main 331.

First Vice-President—JESSE ROOD, care Rood Candy Co., 406 W. 7th St. Phone, Main 30.

Second Vice-President—C. G. SEELYE, Mt. States Tel. & Tel. Co., Telephone Building. Phone, Main 1000.

Secretary—J. A. CLARK, Prin. American Business College, Commercial School, Swift Block. Phone, Main 829.

Club Headquarters at office of Secretary.

Weekly meetings every Monday at 12:15 p. m. Monthly meetings third Tuesday in each month, at 7 p. m. at the Vail or Congress Hotels.

RICHMOND (Va.).

President—JOHN G. CORLEY, The Corley Company. Phone, Madison 2586.

Vice-President—GEORGE W. BAHLKE, Mgr. Metropolitan Life Ins. Co., Travelers Bldg. Phone, Madison 260.

Secretary—S. S. ROSENDORF, Prop. Southern Stamp & Stationery Co., Twelve-Six Main St. Phone, Madison 1895.

Club Headquarters at office of Secretary. Luncheon meeting every second and fourth Tuesday in the year at 6:30 p. m.

Meetings rotate between Business Men's Club, Coles, Jefferson, and other places. Consult the officers or ask for copy Tabasco, our club organ.

ROCHESTER (N. Y.).

President—SETH C. CARPENTER, Agt. Travelers' Insurance Co., 508-521 Granite Bldg. Phone, 1652.

Vice-President—S. D. BURRITT, Jeweler, 104 State St. Phone, Stone 3849.

Secretary—C. G. LYMAN, Prop. Lyman's Letter Shop, Duplicate Letters, 75 State St. Phone, Stone 6190. Club luncheons every Tuesday, 12:30 to 1:30 p. m., at Hotel Rochester.

ST. JOSEPH (Mo.).

President—CLAUDE MADISON, Mgr. St. Joseph Coal Co., 302 S. Fifth St. Phone, Bell 620.
 Secretary—W. S. ALDRICH, Partner of the Firm, Eckel & Aldrich, Architects, 1105 Corby-Forsee Bldg. Phone, Bell 62.
 Meetings of the club are held on the 1st and 3rd Tuesdays of every month at Robidoux Hotel.

SAINT LOUIS (Mo.).

President—JESSE M. TOMPSETT, Treas. Isler-Tompson Lithographing Co., Commercial Lithographing, 1324 Washington Ave. Phones, Olive 623; Cabany 3107.
 First Vice-President—S. E. BAMBER, Sec'y Hess & Culbertson Jewelry Co., 7th and St. Charles Sts. Phones, Oliver 2060; Central 7145.
 Second Vice-President—W. N. CHANDLER, Secretary and Treasurer Cleaner Mfg. Co., 2842 Olive St. Phones Bomont 42; Central 4636.
 Secretary—A. D. GRANT, Pres. Grant-Orvis Brokerage Co., 411 Olive St. Phone, Main 1751.
 Club Headquarters 411 Olive St. Phone, Bell, Main 1751.
 Club luncheons every Thursday at 12:30, except 1st Thursday of month, at 6:30 p. m. at various hotels and cafes.

ST. PAUL (Minn.).

President—CLARENCE C. GRAY, Hay and Grain Commission, 116 East Third St. Phones, Cedar 1590; Tri-State 752.
 Vice-President—W. B. WEBSTER, Prop. St. Paul Steam Laundry Co., Laundry, 289 Rice St. Phone, Cedar 940.
 Secretary—JAMES H. LEE, Prop. James H. Lee & Co., Agency, High-Grade Office and Sales Help, 1617 Pioneer Bldg. Phones, Cedar 6000; Tri-State 2089.
 Club Headquarters at Secretary's office.
 Meetings usually held on Tuesday at various clubs and hotels at either 12:15 or 6:15 p. m.

SALT LAKE CITY (Utah).

President—CHAS. TYNG, Houston Real Estate Inv. Co., 351 South Main. Phone, Wasatch 27.
 First Vice-President—A. N. MCKAY, Mgr. Salt Lake Tribune, 145 South Main. Phone, Wasatch 5200.
 Second Vice-President—FRANK T. ROBERTS, Roberts & Heist, Civil Engineer, Felt Bldg. Phone, Wasatch 1652.
 Secretary—SAMUEL R. NEEL, Samuel R. Neel & Co., Mining Stock Brokers, 306 Newhouse Bldg. Phone, Wasatch 904.
 Meetings held 1st Tuesday of month. Club luncheons every Tuesday of month except first Tuesday at the Hotel Utah.

SAN ANTONIO (Texas).

President—HERBERT J. HAYES, Texas Title Guaranty Co., Abstracts and Titles, 130 W. Commerce St. Phone, C2468.
 Vice-President—HARRY L. MILLER, J. H. Kirkpatrick Co., Real Estate—City, 419 Navarro St. Phone, C89.
 Secretary—C. H. JENKINS, The Bradstreet Co., Commercial Agencies, 215 Navarro St. Phone, C333.
 Address all mail for club to P. O. Box 807. Club Headquarters—741 St. Anthony Hotel. Luncheons at 12:30 each Friday at the St. Anthony.

SAN DIEGO (Calif.).

President—JAY F. HAIGHT, Haight Adv. Agency, 214 American Nat'l Bank Bldg. Phones, Home 3331; Sunset Main 840.
 Vice-President—EARL A. GARRETTSON, Surety Bonds, 518 Union Bldg. Phones, Home 4425; Sunset Main 4442.
 Second Vice-President—GEO. W. COLTON, President of The Auto Tire Co., 5th & A. Phones, Sunset Main 346; Home 4445.
 Secretary—FRANKLIN M. BELL, 518 Union Bldg. Phones, Home 4425; Sunset Main 4442.
 Club Headquarters at office of Secretary.
 Meetings are held at Rudder's Grill every Thursday at 12:10.
 HOTEL: del Coronado, Coronado Beach. American plan, \$4 per day and up.—John J. Herman, Mgr.

SAN FRANCISCO (Calif.).

President—H. R. BASFORD, Ruud Automatic Water Heater Co., Ruud Heaters, 428 Sutter St. Phone, Kear. 4436.

Vice-President—T. H. DOANE, Pacific Coast Paper Co., Printing, Writing & Wrapping Paper, 545 Mission St. Phone, Kear. 3730.

Secretary—R. R. ROGERS, Pres. R. R. Rogers Chemical Co., Mfrs. Specialties for Physicians and Drugists, 527 Commercial St. Phones, Kearney 150; C. 1505.

Club Headquarters at 803 Humboldt Bank Bldg. Phone, Douglas 1363.

Weekly luncheons, Tuesdays, 12:15 to 1:15 p. m., Techau Tavern, Powell and Eddy Streets.

HOTEL: St. Francis, Union Square, San Francisco. Rates, \$2.00 per day and upward. European plan.

HOTEL: Stewart, Geary Street, near Union Square. Rates, European, \$1.50; up; American, \$3.50, up.

SEATTLE (Wash.).

President—E. L. SKEEL, Attorney, 1000 Alaska Bldg. Phones, Main 6511; Ind. 1043.

Vice-President—JOHN E. PRICE, Banker & Broker, 906 Hoge Bldg. Phone, Main 2364.

Secretary—W. A. GRAHAM, JR., 237 Rainier-Grand Hotel.

Club Headquarters at office of Secretary. Meetings held at the Rathskeller every Wednesday at 12:15 p. m.

SIOUX CITY (Ia.).

President—LEONARD O'HARROW, Retail Shoes, 902 4th St. Phone, Auto. 1715.

Vice-President—ROBERT W. HUNT, Gen. Mgr. Phillip Bernard Co., Mfrs. Non-Freezable, Sanitary, Stock-Watering Systems. Phone, Bell 1530.

Secretary—JNO. O. KNUTSON, Merchandise Broker and Manufacturers' Agent, 308 Pierce St. Phones, Bell 415; Auto. 1026.

Luncheons every Monday at 12:15. Evening meetings 3rd Monday of each month. Luncheons rotate between The West, The Martin and The Jackson Hotels, evening meetings at The Martin or The West Hotels.

SPOKANE (Wash.).

President—LAWRENCE JACK, Lawyer, 610 Hyde Bldg. Phones, M. 3008; M. 8610.

First Vice-President—W. C. SCHUPPEL, Mgr. Underwood Typewriter Co., Typewriters & Supplies, Paulsen Bldg. Phones, M. 332; M. 3478.

Second Vice-President—H. W. NEWTON, Vice-Pres. Guernsey-Newton Co., Fire Ins., 201 Eagle Bldg. Phones, M. 442; Glen. 848.

Secretary—CHESTER WYNN, 503 Chamber of Commerce Bldg.

Meetings held every Thursday at 12:15 p. m. at The Hall of the Doges, Davenport's.

SPRINGFIELD (Ill.).

President—O. G. SCOTT, Scott Coal Co., 327 S. 5th St. Vice-President—V. E. BENDER, Publisher Evening News, 219 S. 4th St.

Secretary—R. F. BUTTS, Form Letters, Buckeye Sales Co., 502 Reisch Bldg.

SUPERIOR (WIS.).

President—CLARENCE J. HARTLEY, Firm Hanitch & Hartley, Lawyers, First National Bk. Bldg. Phone Ogden 1142.

Vice-President—H. E. SPEAKES, Pres. Speakes Lime & Cement Co., Building Material, 114 Banks Ave.

Secretary—B. J. THOMAS, Cashier People's Telephone, 1013 Ogden Ave.

Club Headquarters, Hotel Superior, Phone, Ogden 224. Meetings each Wednesday at 6:15 p. m. at Hotel Superior unless otherwise ordered.

SYRACUSE (N. Y.).

President—S. H. COOK, Sales Mgr. Brown-Lipe-Chapin Co., Auto Gear Manufacturing, W. Fayette St. Phone 7785. Residence 502 Walnut Ave.

Vice-President—DR. JOHN A. MATTHEWS, Halcomb Steel Co.

Secretary—FRANK W. WEEDON, Entertainer, 36 Grand Opera House Block.

Meetings each Friday at 12:15 p. m., excepting one Friday each month, which is an evening meeting with some special entertainment, at the Onondaga Hotel Rathskeller.

TACOMA (Wash.).

President—E. B. KING, Hoska-Buckley-King Co., Undertakers, 730-32 St. Helens Ave. Phone, M412.

Vice-President—R. E. ROBINSON, Mgr. Sherman, Clay & Co., Pianos, Organs and Talking Machines, 930 So. C St. Phone, M995.

Secretary—WM. G. STEARNS, President Stearns Bldg. & Investment Co., Real Estate, 301-2 Chamber of Commerce Bldg. Phone, Main 543.

Club Headquarters at office of Secretary. Regular weekly luncheon at Tacoma Hotel every Thursday at 12:30 p. m.

TERRE HAUTE (Ind.).

President—GEO. GRAHAM HOLLOWAY, Photography, 264 S. 7th St. First Vice-President—GEORGE SCHAAAL, Sec'y, Ermisch Dyeing & Cleaning Co. Second Vice-President—P. E. ALLEN, Insurance and Collections. Secretary—C. I. Brown, Brown's Business College, 116 S. Sixth St.

TOLEDO (Ohio).

President—GEO. E. HARDY, Pres. and Treas. The Hardy Paint & Varnish Co., Oakwood Avenue and Hoag Street. Phone, Home 6x28 B, Forest 518. First Vice-President—FRANK L. MULHOLLAND, Lawyer, Mulholland & Hartmann, 1311 Nicholls Bldg. Phone, Home 2299. HOTEL: Secor, 300 rooms, 200 baths. Rates, \$1.50 per day and up. Wallack Bros., Props. Second Vice-President—E. F. GLEASON, Supt. The Bradstreet Co., Mercantile Agency, 635 Spitzer Bldg. Phone, Home 398. Secretary—HERBERT H. STALKER, Secretary The Miller Adv. Co., 303 Colton Bldg. Phone, Home 7446. Club Headquarters at the office of the secretary. Meetings held from 12:15 to 1:15 on Friday in a special room at Toledo Commerce Club. Monthly meetings held on the third Tuesday of the month at such places as may be arranged for.

WACO (Texas).

President—A. H. BELL, 209 S. 6th St. Vice-President—GEORGE S. McGHEE, 1st Nat'l Bank. Secretary—C. G. SNEAD, Underwood Typewriter Co.

WASHINGTON (D. C.).

President—JOHN DOLPH, Supt. Metropolitan Life Ins. Co., 818 Munsey Bldg. Phone, Main 3271. Vice-President—JOSEPH M. STODDARD, member of Firm Cook & Stoddard Co. Automobiles, 1138 Conn. Ave. Phone, North 7810. Secretary—GEORGE W. HARRIS, Photographer, 1311 F. St., N. W. Luncheons held at the Ebbitt House, 14th and F Sts. N. W., phone, Main 5035, 2nd and 4th Fridays of each month.

WICHITA (Kans.).

President—GIFFORD M. BOOTH, Pres. Grit Printery, Printing and Book Binding, 124 S. Lawrence. Phone, Market 440. Vice-President—WILL G. PRICE, Business College, 114 North Market St. Phone, Market 1878. Asst. Secretary—GEO. I. BARNES, Barnes Reporting Co., Form Letters and Court Reporting, 1005 Beacon Bldg. Phone, Market 472. Meetings of Club held every other Monday evening (except July and August) at Kansas Club at 6 p. m. Luncheons semi-monthly, on Wednesday, at 12:30 p. m., either at Hamilton Hotel or Y. M. C. A. Rooms.

WORCESTER (Mass.).

President—EDWARD B. MOOR, Partner Bonney & Moor, Brokers, State Mutual Building, 340 Main St. Phones, Park 5770-6685. Vice-President—LEWIS M. McCALLUM, Secretary, Parker Wire Goods Co., 1 Assonet St. Phone, Park 4400. Secretary—H. B. SIMONS, Mgr. Western Union Telegraph Co., 413 Main St. Luncheons Thursday at 1:00 p. m. Putnam & Thurston's Restaurant. Meetings 3rd Monday in each month, excluding July and August, at 6:30 p. m. at various hotels.

Canada.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

HALIFAX (N. S.).

President—J. C. GASS, Provincial Mgr. Imperial Life Assurance Company. Bank of Commerce Bldg. Vice-President—P. O. SOULIS, Mgr. Soulis Typewriting Co., Granville Street. Secretary—F. M. GUILDFORD, Guildford & Sons, Machinist's Supplies. Meetings held first Tuesday of each month at Halifax Hotel. Weekly meetings as arranged.

HAMILTON (Ont.).

President—RUSSELL T. KELLEY, Gen. Mgr. Hamilton Fire Insurance Co. Vice-President—BRUCE A. CAREY, Mgr. Hamilton Conservatory of Music. Secretary—A. R. BELL, Mgr. The Garlock Packing Co. Meetings held Thursday at 1:10 p. m. at Young's Cafe.

MONTREAL (Que.).

President—H. LEROY SHAW, Mgr. Imperial Life Assurance Company, Life Assurance, 112 St. James St. Secretary—H. R. SWENERTON, Managing Director Montreal Bond Co., Bonds and Investment Securities, Transportation Building. Phones, Main 7309 and 7310.

TORONTO (Ont.).

President—W. A. PEACE, Dist. Mgr. Imperial Life Assur. Company, 22 Victoria Street. Vice-President—R. W. E. BURNABY, Real Estate Broker, Imperial Life Building. Secretary—G. D. WARK, Secretary The Office Specialty Mfg. Co., Ltd., 97 Wellington Street, W. Meetings Wednesday of each week at 1:10 p. m. at McConkey's Restaurant, 29 King St. W.

VANCOUVER (B. C.).

President—G. S. HARRISON, Merchants Bank of Canada, Phone, Sey. 9450. Vice-President—J. B. GIFFEN, Mercantile Agency, 543 Hastings St. W. Phone, Sey. 4500. Secretary—R. W. HANNA, Office Furniture, 416 Cordova, W. Phone, 3700. Meetings Tuesday at 12:30 p. m. sharp, Hotel Elysium.

WINNIPEG (Man.).

President—L. J. RUMFORD, Vice-President & Managing Director of Rumford Sanitary Laundry Co., Ltd., Cor. Wellington & Home. Phone, Garry 400. Vice-President—J. F. C. MENLOVE, Manager The Dominion of Canada Guarantee and Accident Co., 706 Somerset Building. Phone, Main 2075. Secretary—C. J. CAMPBELL, Security Land Co., 8 Bank of Hamilton Chambers. Phone, Main 870. Weekly luncheons held every Tuesday at 12:30 at the Travellers Club. Regular monthly meetings are held at the same place on the second Wednesday of each month at eight o'clock p. m.

Great Britain and Ireland.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

BELFAST (Ireland).

President—W. H. ALEXANDER, Motor Merchant, 91 Donegall St. Phone, Belfast 974 and 1801. Vice-President—ROBERT PATTERSON, Richard Patterson & Co., Ironmonger, 57 High St. Phone, Belfast 116. Secretary—HUGH BOYD, Atkinson & Boyd, Accountant, 72 High St. Phones, Belfast 2447 and 391. Luncheons, Monday from one to two p. m. Monthly Dinners at 6:30 p. m., Cafe Royal, Wellington Place.

DUBLIN (Ireland).

President—WILLIAM FINDLATER, Managing Director Alex. Findlater & Co., Ltd., 30 Upper Sackville Street. Phone 3581. Vice-President—JOHN P. McKNIGHT, City Woollen Mills, Cork St. Hon. Secretary—WM. A. MC'CONNELL, The Century Ins. Co., Ltd., 116 Grafton Street. Phone, 2983. Luncheons Mondays 1:15 to 2:15. Evening meetings during winter months, usually on last Monday of month, Dolphen Hotel, Essex Street.

EDINBURGH (Scotland).

President—R. W. PENTLAND, Music Seller, 24 Frederick St. Phone, Central 2308. Vice-President—JOSEPH DOBBIE, S. S. C. Solicitor, 26 Charlotte Square. Secretary—THOMAS STEPHENSON, Pharmacist. Editor of "The Prescriber," 137 George St. Phone, Central 2387. Luncheons held every Thursday at 1 o'clock (except last Thursday of month). Monthly meeting last Thursday of month at 7 p. m., Carlton Hotel, North Bridge. No meetings held during August and September.

GLASGOW (Scotland).

President—WALTER LAIDLAW, W. P. Laidlaw & Son, Stationers, 92 St. Vincent St. Phone, City 8893. Vice-President—COLIN YOUNG, I. M., 124 St. Vincent St. Phone, Argyle 768. Secretary—JOHN A. KIRKWOOD, Stock Broker, 75 St. George's Place. Phone, City 8004. Luncheons, Tuesdays at 1:15, Sloan's Restaurant, Argyle Arcade, Buchanan. Monthly Meeting 3rd Tuesday in the month at 6:30 p. m., Grosvenor Restaurant, Gordon Street.

LIVERPOOL (England).

President—GEORGE J. PRATT, Pratt, Ellis & Co., Fishmarket. Phone, 1557 Royal. Vice-President—ERNEST O. DAVIES, Century Insurance Co., Ltd., Life, Sickness and Accident Insurance, North John Street. Phone, 4745 Bank. Secretary—W. STUART MORROW, 41 North John St. Phone, 4060 Royal. Luncheons every Thursday at 1 p. m. at Hotel St. George.

LONDON (England).

President—G. J. P. ARNOLD, Messrs. Percy Edwards, Ltd., Jewellers, 71 Piccadilly, W. Phone, Gerrard 3872.

Vice-President—E. T. WEBB, London Joint Stock Bank, Ltd., Charterhouse Street, E. C. Phone, City 7681. Hon. Secretary—E. SAYER SMITH, The Initial Carrier Co., 49 Gt. Sutton St., E. C. Phone, Holbrom 5347.

Meetings held second Tuesday in each month at 7 p. m., Trocadero Restaurant.

MANCHESTER (England).

President—W. H. BURGESS, Mgr. Messrs. Sutton & Co., General Carriers, 38 Fountain St. Phone, Central 6635.

Vice-President—C. H. MEGSON, A. Megson & Son, Ltd., Stationers, Retail, 14 Mosley St. Secretary—CHAS. B. PENWARDEN, Albion Hotel,

Publicity Specialist. Phones, City 3906; Altrincham 1330.

Headquarters, Albion Hotel, Piccadilly. Club luncheons are held every Thursday at the Albion Hotel at 1 o'clock. Monthly dinners at the Albion Hotel each month on alternate days, first Thursday, Friday, etc., in the month. No dinners in August or September.

ROTARY CLUBS NOT YET AFFILIATED IN THE ASSOCIATION.**ALLENTOWN (Pa.).**

Secretary—G. FRANK TIFFET, The Bradstreet Company.

BROOKLYN (N. Y.).

Secretary—E. W. BROWN, 186 Remsen St.

CLEBURNE (Texas).

Secretary—B. W. ALEXANDER.

ERIE (Pa.).

Secretary—A. M. CASSEL, Liebel Block.

MONTGOMERY (Ala.).

Secretary—J. PURNELL GLASS.

MUSKOGEE (Okla.).

Secretary—J. A. ARNOLD.

PALESTINE (Tex.).

President—H. I. MYERS, care The Grand Leader.

READING (Pa.).

Secretary—D. C. McCANN, care McCann's Business College.

SACRAMENTO (Calif.).

President—S. H. GILBERT, 919 Sixth St.

STOCKTON (Calif.).

President—A. V. FAIGHT, care Healds' Business College.

JUST TO FILL OUT.

Yet this business experience that we have been talking about can be little better than dry bones, if you have a mind to make it so. Better have it that way than not at all. But the best thing is to let your culture play over your experience and light it up with real humorous understanding and humorous imagination. Then your experience is more than a mere docket of things done, problems solved, decisions made. It is a chain of human links, hooked up with everything back to the beginning of the world and forward to the end.

That is how we grow into our conception of business as SERVICE, particularly as we grow older. We get profit out of it, of course. I have had a lot of fun out of it too. But the conception that we really settle down to is that business is SERVICE; because as we look over the living links of our experience, we see that no other conception is big enough to fit the facts.—“Uncle John” in *System*.

Training is everything; the peach was once a bitter almond, cauliflower is nothing but cabbage with a college education.

My life is governed by a philosophy which not only compels me to wander about seeking the best in all persons and things, but which also compels me to pass on the news of my discoveries to others.—Thomas Dreier.

“A baby in the house,” said she,
“Is like a new wave on life’s sea.”
Sadly, he answered, “I should call
This one of ours a sudden squall!”

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Kansas City

Says James Bryce, Ambassador from Great Britain

I have never seen a city park in this country that equaled it, (Swope Park) and it certainly is unrivaled among the cities of the Old World. You have developed a site of natural charm into a beautiful city. If I conclude to write a book on American cities I will get my inspiration from this beautiful city of yours.

Says James J. Hill, Empire Builder

Kansas City is the destined greatest city west of Chicago, holding an unapproached supremacy of resources and opportunities.

In Kansas City is a total of 2,591.75 acres of parks, boulevards and parkways. In the entire city there are nineteen separate parks and thirty separate boulevards and parkways, all connected in such a way as to constitute the longest system of municipal boulevards in America, sixty miles in length.

The Kansas City Rotary Club

invites all Rotarians to stop over a day enroute from east to west or north to south and view America's Most Beautiful City from a Rotary automobile.

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